Board of Trade Journal

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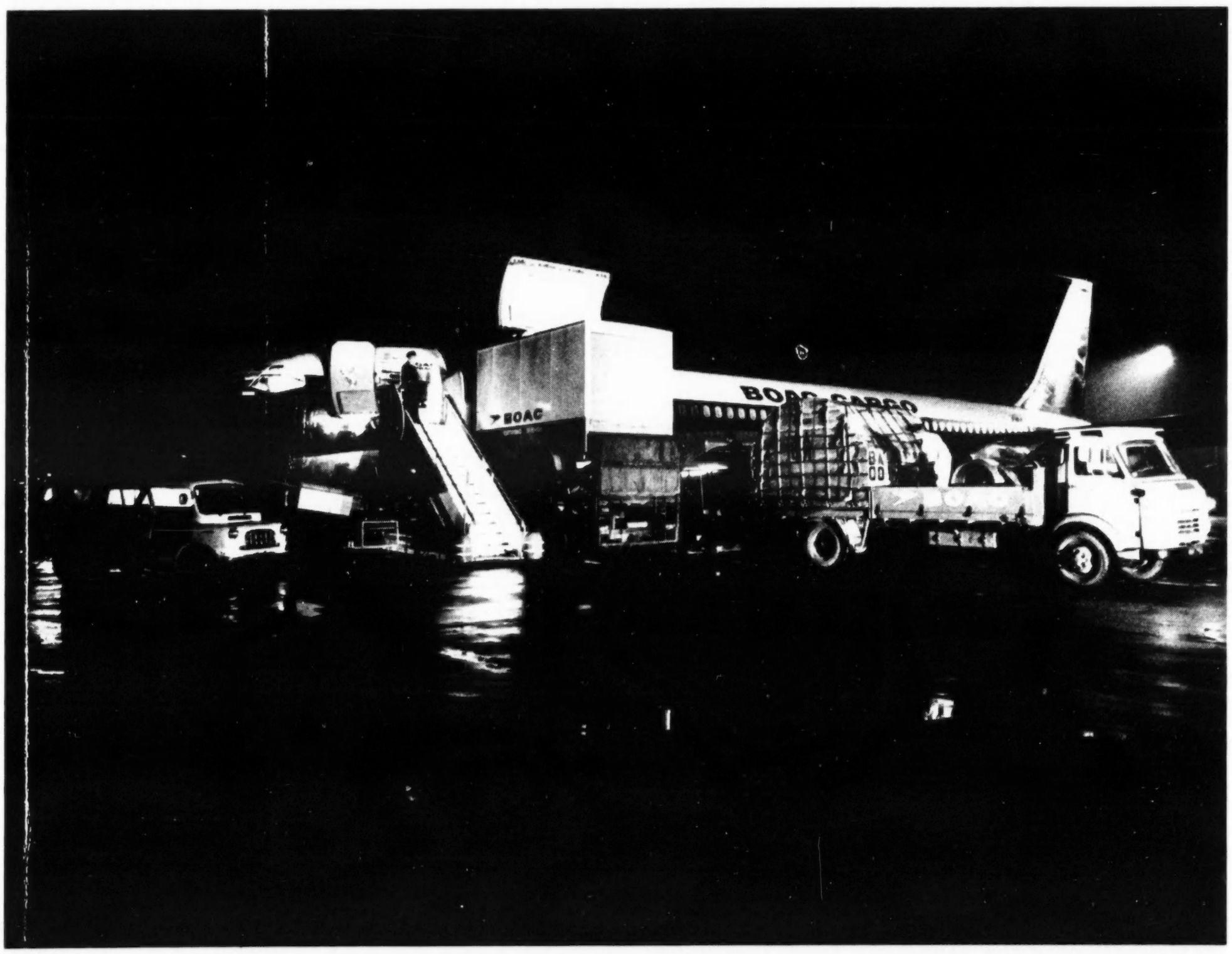

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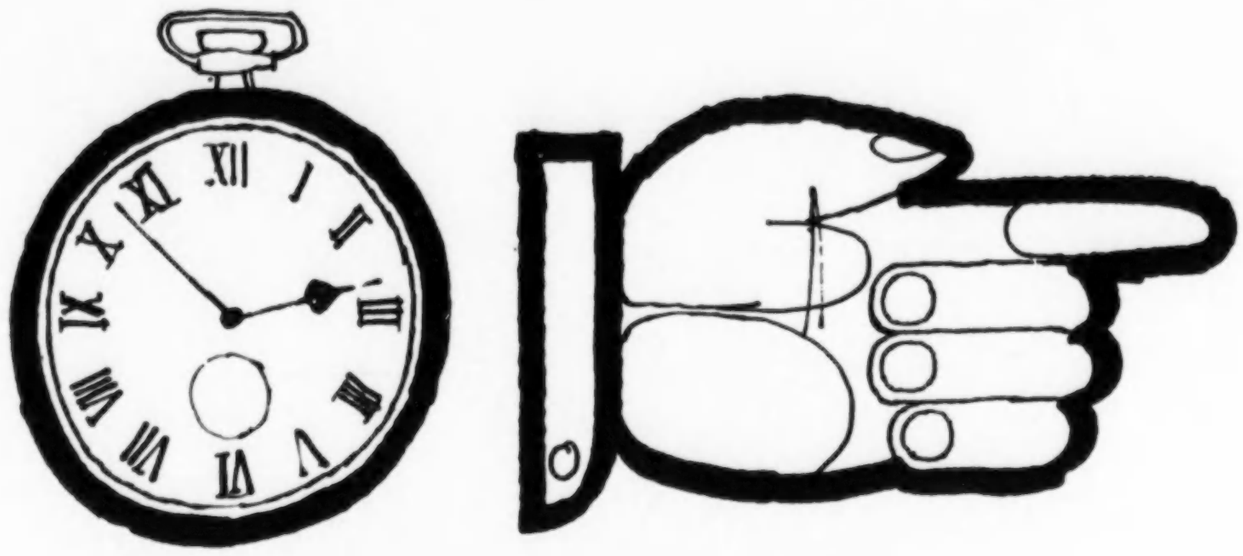

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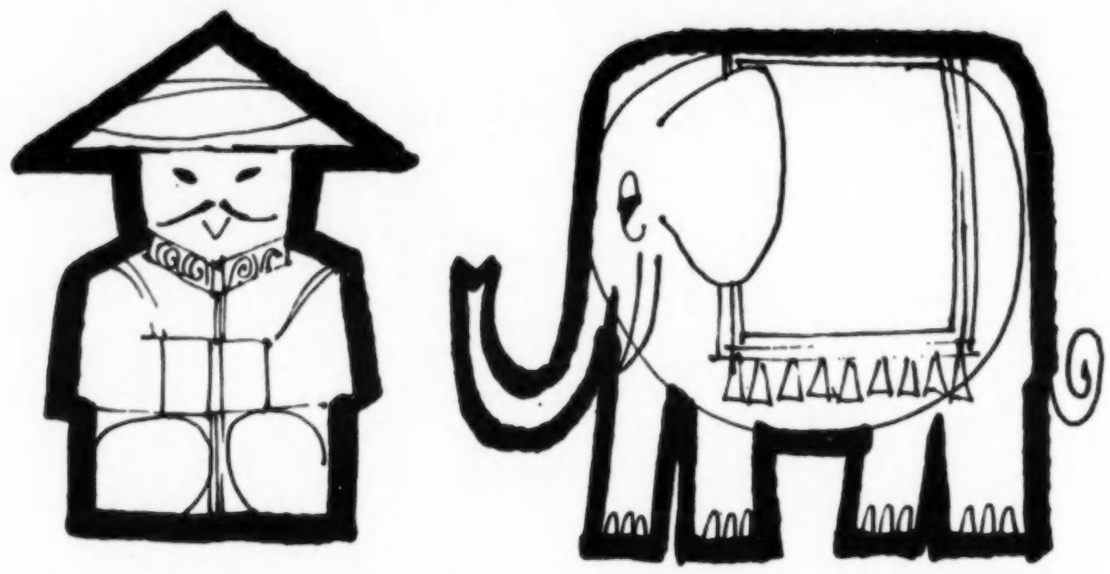

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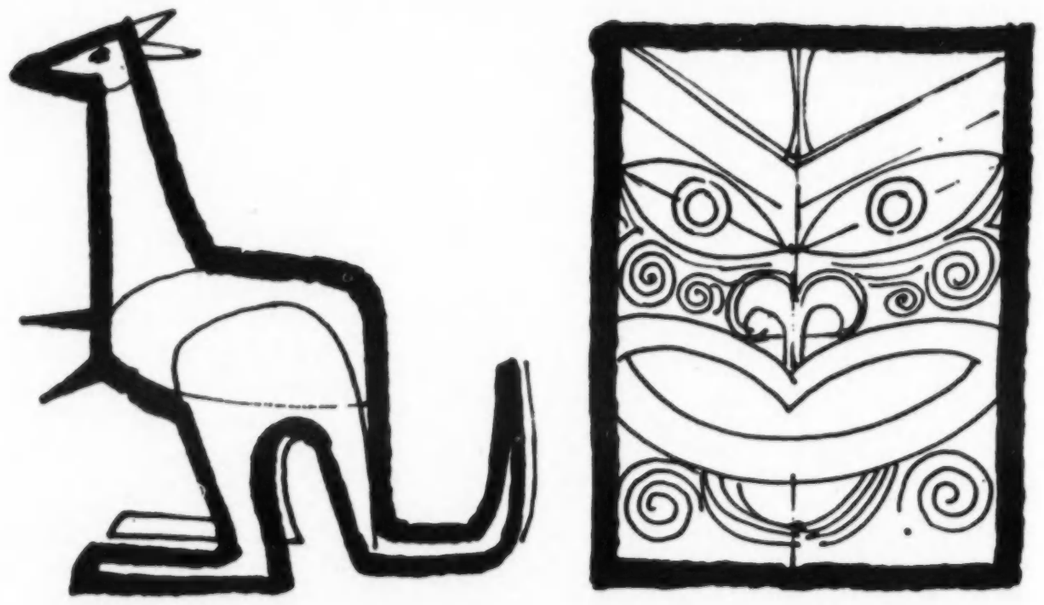

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Front cover photograph

BOAC freight staff manœuvre giant pallets of freight into the hold of a Boeing jet, while aft of the steps a catering vehicle puts on food needed by the crew and special passengers. A £160,000 re-equipment programme at BOAC's cargo terminal at London (Heathrow) Airport is now nearing completion, which, the Corporation says, will make it Britain's biggest and most modern air freight building.

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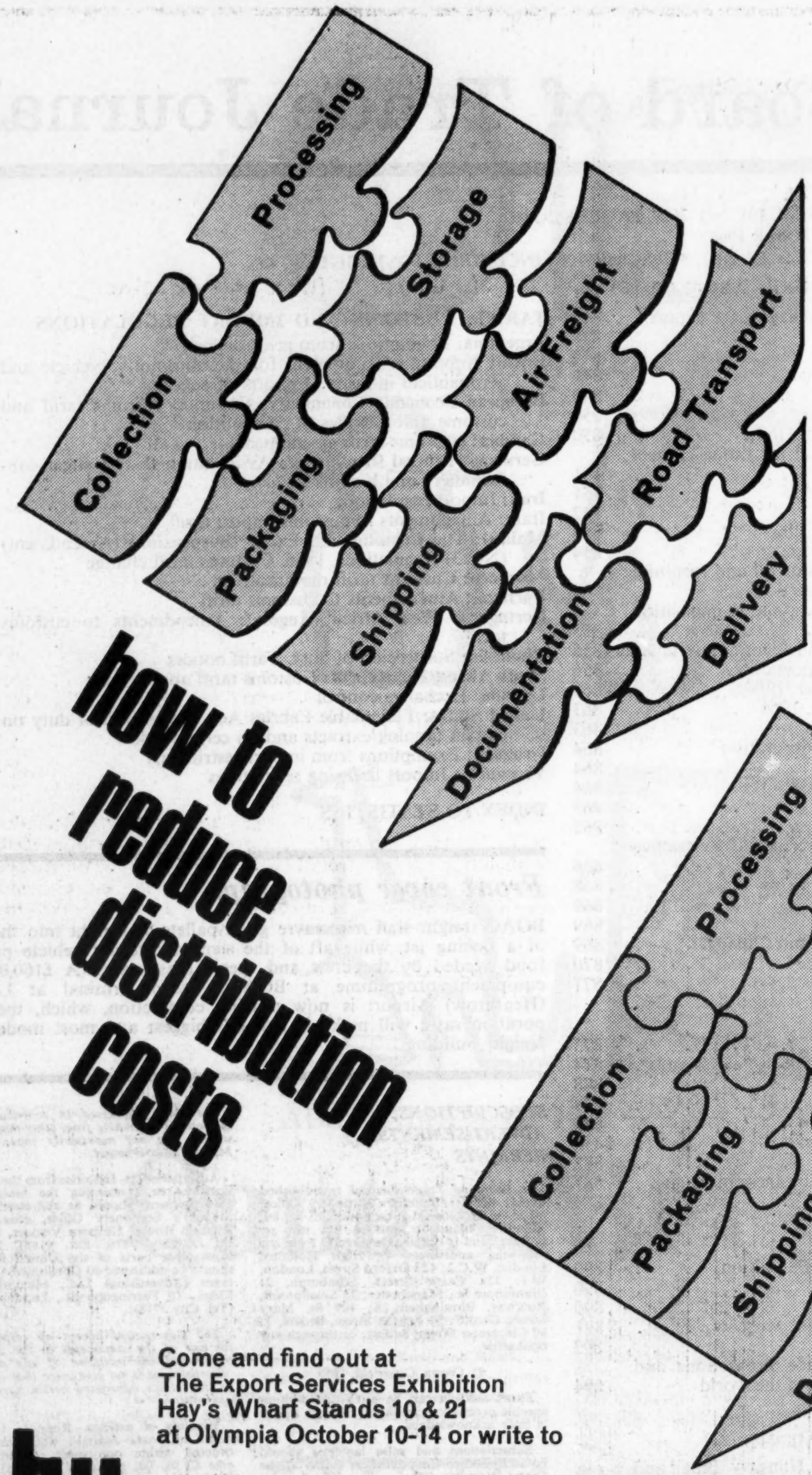

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COMMERCIAL SERVICES FOR EXPORTERS — 7

Packaging for export

by E. H. Dickens, MBE, M. Inst. Pkg., Director and Member of Council, Institute of Packaging

GOODS 'MADE IN BRITAIN' are in demand all over the world. For reasons which are well known, Great Britain must increase her exports.

These are indisputable facts, which have an equally indisputable link : packaging.

Every item exported requires two at least of the functions performed by packaging – protection and preservation; presentation; convenience. Gone are the days when a package was merely expected to 'protect what it sells and sell what it protects'. Under modern conditions it is now recognized as a convenience – in manufacture, storage, transport, sale and use.

It is a trite saying that the world is becoming smaller. Visits to countries which once involved a journey of weeks can now be made in a few hours. We can more easily find out – if we try – what other peoples want and how they want it; that is, how packed. Following this, sending goods to them is easier and quicker.

The increase in medical knowledge has had a big effect on the art of packaging. In India, for example, the drop in the death rate both of babies and old people, has resulted in an increase in population which defeats the theory of Malthus. Packaging goes a long way towards solving the problems caused by this population explosion. An explosion, in fact, for which packaging was partly responsible. Medical supplies – drugs, sutures sealed in a sterile liquid, and many other items which not so long ago had a very short 'shelf life' – can now be stored for a considerable time and transported thousands of miles.

The object of packaging is to increase sales and profits by presenting merchandise in packs which are sales stimulating, functionally sound and economically produced – packs which will stimulate *repeat* sales – and profits – by having fitness for purpose. The purpose may, in certain essential features, vary from one country to another, or, indeed from one part of a country to another. This demands that we change our ideas of packaging both in materials and methods, according to the 'purpose' of the country to which the goods are being sent, or in which it is hoped to obtain orders.

Some of the variations which the British exporter must be aware of, and allow for, in his package design, are:

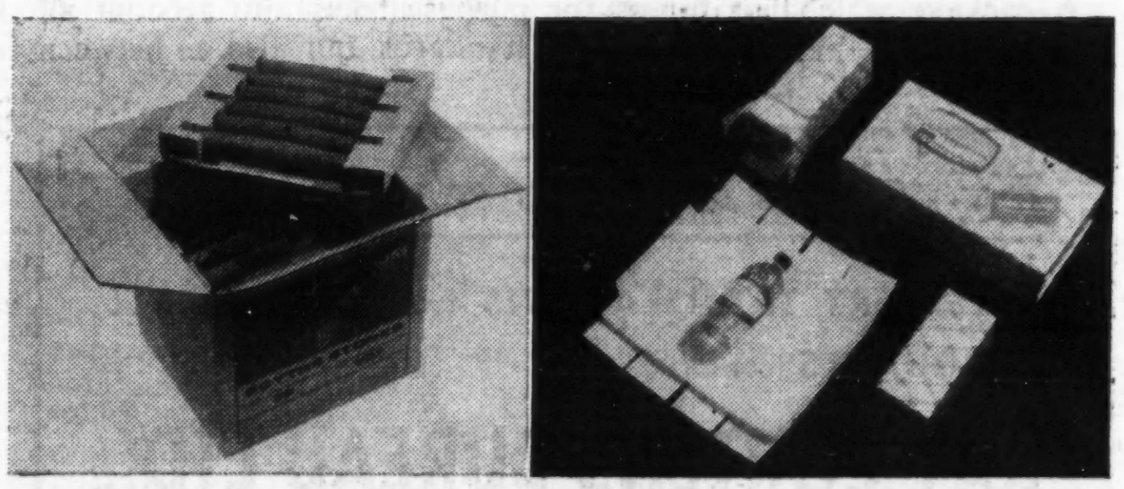
Conditions

The place of sale will not necessarily be similar to that which is common in this country; well lighted and attractively laid-out stores and supermarkets, or the small shop where the owner is prepared, and even anxious, to give advice. Where distribution is by a wholesaler, his methods may not compare with British rail or road services. The number of units in a consignment must suit the wholesaler – not the packer.

Distances

We deal, at worst, with 'from Land's End to John O'Groats'. It is not widely known that the distance from Perth to Melbourne is slightly more than from London to Moscow. Allowance must be made for offloading, not always under the best of conditions. Breaking down of a consignment, all parts of which must be capable of continuing their journey satisfactorily, possibly by different methods of transport, must be recognized in the design of the package. As was said over 50 years ago: 'The first essential of good design is fitness for use.'

(*Continued on next page*)



Award-winning entries for consumer and transit packs in this year's 'Starpacks' contest – 'the only means of entry to the European Packaging Federation contest'. From left to right: polyethylene container for Roneo stencil ink (Gold Star award); dark green 'traditional' whisky bottle for W. and A. Gilbey Ltd. (Silver Star); transit case for The Carborundum Co. Ltd., scythe stones (Gold Star); transit pack for Imperial Chemical Industries Ltd., chemical samples (Silver Star).

PACKAGING FOR EXPORT, *continued*

Climate

The vagaries of the English climate are well known. However, how many of us know that the temperature in Winnipeg varies from 69°F in July to −1°F in January, whereas in Vancouver, only 1,200 miles away *but still in Canada,* the variations between the same two months are from 64°F to 36°F. Or that in wet London the average yearly rainfall is 23 inches, in Geneva, 468 miles away, it is 33 inches, and in Athens, 507 farther, it is only 16 inches. The quality of the package must allow for these surprising changes. This may be one of the most difficult factors to consider in package design – covering extremes of heat and cold, high or low relative humidity, and combinations of high temperature and high humidity. Conditions likely to be hazardous during transport and storage are rarely likely to exist in isolation. The British Standards Institution is therefore preparing a document on 'Evaluation of Package Performance'. Part 1 will give information on climatic hazards.

Official regulations

Many countries have rules regarding package sizes and means of identification for Customs purposes. These rules must be understood and obeyed, to avoid exports being rejected or, at best, held up, causing annoyance to the consignee.

Religious differences and national customs

Firms dealing with Mohammedan countries must be very careful in the use of the colour green. White, in China, is a sign of mourning. Other colours denote luck – good or bad. Even the most experienced graphic designer is likely to prevent, rather than promote, sales unless he is thoroughly conversant with these variations.

Languages

Perhaps fortunately for us, English is a language accepted in most countries of the world. But we must remember that different countries speak 'different' English. America is one such, and the confusions which can arise are fairly well known. The use of colloquial, business or advertising English must be avoided. Furthermore, care must be taken when literature is translated into the local tongue. Someone with a thorough knowledge of local colloquialisms must be engaged in order to avoid surprise, confusion, or even annoyance, to foreigners. Also, we must remember that in other countries we are the foreigners.

Purchasing power

Where the earnings of the majority of the population are low, the unit of sale must be in proportion.

A package which has fitness for purpose takes into account all these variations, not only from our standards, but also as between one country and another. The package designer must know all the right questions to ask before he begins to construct the pack as regards materials, shape, size and 'graphics'. Not only must he know the questions, he must know where to find the answers.

There is information available to those who are prepared to look for it. Some of the sources are:

Institute of Shipping and Forwarding Agents, 16 Park Crescent, W.1; Export Credits Guarantee Department, 59/67 Gresham Street, E.C.2; Barclays Bank Finance Company, 54 Lombard Street, E.C.3; the Embassies of countries to which goods are destined; exporters' own trade associations and federations.

In addition, of course, are many facilities available from the Board of Trade, information on which can be obtained through the 'Call Export Intelligence' scheme. (*See page* 869 *for telephone numbers.*)

Packaging is a complex subject. It is as much a technology as chemistry. In fact, the packaging man and the chemist, as well as the engineer, must work together. University places are not available for many potential students of the sciences. However, industry is becoming more and more the world of the technologist. HRH the Duke of Edinburgh deplored the fact that management too rarely has an engineering knowledge, and that engineers seldom are of management calibre. Much the same must be said of packaging, which is undoubtedly a management problem – the object is to increase sales and profits.

The Institute of Packaging has education as its main objective. Education in packaging principles, education in packaging management. One-year courses have already started in nine Colleges of Technology. Newcastle students are engaged in their second year of tuition, and two other colleges have launched two-year courses. All these are sponsored by the Institute of Packaging and cover an area from Newcastle to Southampton. The seventh in the series of bi-annual two-week residential courses is being planned for 1967. In previous years these courses at Nottingham or Reading Universities have attracted students from Canada, Denmark, Malta, Norway and South Africa.

The 'Starpacks' contest, the British national packaging contest run by the Institute, is the only means of entry to the European Packaging Federation contest. In the past seven years entries from the United Kingdom have been awarded over 10 per cent of the 'Eurostars' available, against strong competition from the remaining 18 EPF member countries. 'Starpacks' helps us to learn what the world wants.

British goods are, at their best, second to none. British packaging can ensure that they will sell at a profit if we make use of the knowledge and ability available.

Other articles in this series were on banking in the issue of April 29, on the work of chambers of commerce on May 20; on insurance on May 27; on the Confederation of British Industry on June 24; on the Council of Industrial Design on July 15; and on the role of export houses, August 5.

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AS THE *Board of Trade Journal* went to press it was announced that the Cabinet had decided to take compulsory powers to enforce the Wages and Prices Freeze and that an Order in Council would be made on October 5 to bring Part 4 of the Prices and Incomes Act into operation.

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Telephone inquiries should be made to Waterloo 6977, Ext. 472.

Lord Brown introduces 'Market Germany'

'MARKET GERMANY' – the export promotion tour of Britain by HM Commercial Officers serving in Germany – was introduced by Lord Brown, Minister of State, Board of Trade, at a press conference in London on September 29. The six commercial officers, under the leadership of Mr. D. N. Royce, the Commercial Counsellor in Bonn, will be having detailed discussions with senior representatives of over 760 British firms and aim at advising them how best to develop their stake in the German market. A series of articles on trading with Western Germany has been appearing in the *Board of Trade Journal* during September in preparation for 'Market Germany'.

'This is the fourth export exercise of its kind to be organized by the Board of Trade,' said Lord Brown. 'The others (from the United States in 1963, and from Australia and Canada last year) were all extremely successful – we believe that this is going to be the best yet.'

Mr. Royce explained that the team would, for the first part of the exercise, be based at Comwell House, London, where they would each be seen by the representatives of about six firms a day. They would find agents, investigate in detail how Britain would fit into Germany, etc. Afterwards the team, divided into two groups, will visit Belfast (October 5-7), Manchester (October 10-18), Leeds (October 19-24), Sheffield (October 20-21), Newcastle (October 25-27), Norwich (October 1-3), Colchester (October 4), Bristol (October 7-11), Cardiff (October 12-13), Birmingham (October 17-19), Nottingham (October 20-21), Glasgow (October 24-31), Edinburgh (October 24-28), Aberdeen (October 27-28), Dundee (October 28). There will also be consultations with Chambers of Commerce, trade associations and export councils.

The firms to be visited are drawn from manufacturers of seven specific commodity groups for which on the basis of market research studies the prospects for increased sales to the Federal Republic are considered to be particularly good. These commodity groups are:

1. Reproduction and fully-upholstered furniture.
2. Furnishing fabrics.
3. Selected foodstuffs.
4. Women's and girls' ready-to-wear outer clothing.
5. Hand tools, including 'Do-it-Yourself' goods, and gardening tools.
6. Packaging machinery.
7. Laboratory and scientific instruments, equipment and glassware.

The visiting team will also discuss with a number of carefully selected firms the prospects of increasing sales to public authorities in the Federal Republic under the Anglo-German Offset Agreement. In all cases they will be briefed not only on the market in Germany for the product concerned but also on the position of each firm in relation to the German market.

Visit of the First Secretary of State to Bonn

MR. MICHAEL STEWART, First Secretary of State and Secretary of State for Economic Affairs, will be visiting Bonn from October 24 to 26 at the invitation of Herr Kurt Schmücker, Federal German Minister of Economic Affairs, for discussions on matters of mutual interest in the economic field. This is a return visit by the British Minister responsible for Economic Affairs following Herr Schmücker's own visit to this country last February.

Appointment to Shipbuilding Industry Board

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. A. E. Hepper as a part-time member of the Shipbuilding Industry Board. Mr. Hepper is a former chairman of the Tilling Companies and six months ago was seconded to the Department of Economic Affairs as an Industrial Adviser.

Lord Brown meets the Market Germany team. From left to right: Mr. H. Homann, British Consulate-General, Frankfurt; Mr. R. W. Allan, Commercial Department, British Embassy at Bonn; Lord Brown; Mr. D. N. Royce, Counsellor (Commercial) in Bonn and leader of the team; Mr. G. F. Edwards, Economic and Financial Adviser to the British Military Government in Bonn and deputy leader of the team; Mr. Gordon Brook, Commercial Department, Embassy at Bonn; and Mr. R. K. Robertson, HM Consul (Commercial) in Stuttgart.

English and German members of the Leitz-Unicam sales team unload a £1,500 Unicam spectrophotometer at the headquarters of Ernst Leitz, GmbH, Wetzlar, manufacturers of precision optical equipment. The joint marketing venture in West Germany between Unicam Instruments Ltd. of Cambridge and Leitz is entering its third year and has already made substantial headway against firmly entrenched local competition.

Notice to registered purchase tax traders

HM CUSTOMS AND EXCISE have issued the following guidance to companies importing by post.

If you import chargeable goods by post under representation (as stock for your business or for use as materials) you are advised in your own interest to make the following arrangements for packages containing such goods.

You should inform your foreign suppliers of your registered number and request them to put it in bodly printed block capitals, on the Customs declaration for each package they send you, in the form 'PT REGISTERED NUMBER, LONDON NORTH 1000'.

If this is done it will help your packages to be cleared more quickly on arrival in this country and there will be less chance that you will be charged tax on receipt as occurs occasionally under the present arrangements. This arrangement applies ONLY to goods which you are entitled to buy tax-free under your purchase tax certificate and you should make arrangements to ensure that your supplier does not quote your registered number for other goods (e.g. goods for your own use).

Mr. George Darling (centre), Minister of State, Board of Trade, speaking to the head of CKD's Computer Centre, which he visited during a recent official visit to Czechoslovakia. Also in the picture are Mr. H. D. Michell, HM Counsellor (Commercial) in Prague; Mr. Vit (second from right), from the Ministry of Foreign Trade; and Mr. Garrett (Third Secretary, Prague). CKD has recently installed an ICT computer system.

Mr. George Darling speaks on advertising

THE PLACE of advertising in our mixed economy was discussed by Mr. George Darling, Minister of State, Board of Trade, at the annual luncheon of the Cardiff Publicity Club on September 29. The Minister of State said that goods and services of all kinds that were made available to the public must be advertised; that they must be advertised not merely to satisfy wants and needs, but also to encourage trade; that advertising must be informative and that it must be honest. 'And now a fifth, and a very controversial condition is beginning to engage our attention,' said the Minister of State: 'Advertising should be economic. That is to say the expenditure on advertising should be related to a proper study of markets and should not be so great that it substantially increases costs and prices in circumstances which do not permit any really substantial increase in sales of the advertised products.

'This condition has been brought into public discussion by the Monopolies Commission's Report on Detergents. And I must say that the Report has provoked some remarkably adventurous comments from the advertising trade.'

Turning to the subject of misleading advertising, Mr. Darling explained briefly what the Protection of Consumers Bill (based on the recommendations of the Molony Committee) would do when re-introduced and passed into law.

'The Bill cannot deal with all advertising practices,' said the Minister of State. 'It is not intended to cover anything but false or misleading statements. It is aimed at the fringe, and it is only a fringe, because the vast majority of manufacturers, merchants and shopkeepers are honest, give good service and put a high value on their reputations.

'Beyond this fringe, however, there are some advertising practices which, while not legally misleading, are nevertheless objectionable. They fall below the high standards which reputable firms and advertising agencies have set for themselves. We believe that the advertising trade itself should voluntarily control its practices. It has, as you know, adopted its own pretty stern code, and through the Advertising Standards Authority it is now doing a good job in checking anything that offends against that code. I still have doubts about the use of the word "Authority" in the title, but having kept a watch on its activities in recent months I would like to make this acknowledgement of its public-spirited activities.

'The economics of advertising was a very important matter that had been strangely neglected. Those in the advertising business naturally made claims for expenditure on trade promotion which they maintained were valid in all circumstances, whether they were dealing with monopolies, duopolies, quasi monopolies, or highly competitive business. They applied the same arguments and conclusions to necessities as to luxury goods. They maintained that manufacturers were able to judge efficiently what their expenditure on advertising should be to get maximum sales and production.'

The Minister of State said: 'I think the public is becoming more and more sceptical about these claims and the special pleading of the advertising trade for an uncritical continuation of the present, often hit-or-miss, methods of advertising.

'For instance, there are many goods the total sales of which are not likely to be influenced to any extent by advertising campaigns – such things as cigarettes, spirits, detergents, petrol and other widely-selling commodities – so that for these things advertising aims at persuading customers to buy one brand rather than another. I doubt whether cigarette sales as a whole would go down if all advertising ceased. Is it in the public interest in these circumstances to spend so much money on brand competition with all the gimmicks, exaggerated claims, so-called free gifts and the like, when public demand as a whole is not likely to be increased by the advertising expenditure?

'What the customer really wants to know is whether there is really any difference between brand X and brand Y, and if there is, what does it amount to?

'The advertisements won't tell him. But isn't he entitled to know?'

Mr. Darling then spoke of the Board of Trade's services for exports and in particular of the assistance available to firms wishing to participate at overseas trade fairs and exhibitions, at British Weeks or at overseas store promotions.

'No one in business can plead ignorance of these services,' Mr. Darling continued. 'The full *Programme of Overseas Promotions* is published in the *Board of Trade Journal* every four months (the next will be published on November 4). It covers a very wide range of products: from textiles to printing machinery; from pottery and glass to nuclear equipment; from fashion goods to civil engineering gear. There must be hundreds of firms both large and small whose products are saleable overseas, who could take advantage of this assistance and thereby increase our exports. The Board of Trade cannot sell a firm's goods, but can and does provide firms with opportunity to sell them. I visited all the 55 stands of British exhibitors at Brno two weeks ago, and I don't think there was one that had failed to sell the goods on the stand, even machine tools, cranes and computers and had firm orders for more. The Overseas Trade Fairs Directorate of the Board has information about fairs organized throughout the world. I would like to suggest that all firms should get their trade associations or local Chambers of Commerce interested in sponsoring Joint Ventures and Co-operative Advertising.

'I now propose to do a little more publicity myself and recommend the supplement published in the *Board of Trade Journal* last week (September 23), which gives details of the many free publicity services offered to industry by the BBC External Services and the Central Office of Information. These services cover all publicity media in every corner of the world, and those of you who are newspaper men, publicity managers, advertising agents or public relations consultants would certainly help the export effort if you drew the attention of your clients to the many ways in which the BBC and the COI help beat the drum for British industry.

'I've been beating the drum for the Board of Trade. And if you really want to know what the Government's attitude to advertising is, just look at the successful job of exports promotion that the Board is doing.'

Canadian Athlone Fellows at Marlborough House

FORTY-FOUR CANADIAN engineers who have been awarded Athlone Fellowships for post-graduate training in Britain were welcomed on September 29 by Mrs. Judith Hart, Minister of State for Commonwealth Affairs, at a reception at Marlborough House.

Representatives of the Canadian High Commission, the Agents-General for the Canadian Provinces and members of the Athlone Fellowships Managing Committee, attended the reception.

Note:

Since the Athlone Fellowships scheme was founded 15 years ago nearly 630 Canadian engineers have been awarded Athlone Fellowships by the British Government. They have thus been enabled to spend up to two years in Britain undertaking post-graduate work in universities and research establishments, or gaining practical experience with industrial firms and consulting engineers. This is the sixteenth party of Canadians to come to this country under the scheme.

Mr. Mason at Europe's first international air traffic control centre

THE ADVANCE in European international co-operation in the field of safety in air navigation was emphasized by the ceremony held on the morning of October 4, 1966 at the airport of Beek/Maastricht in the Netherlands.

Mr. Roy Mason, Minister of State responsible under the President of the Board of Trade for civil aviation, and who is currently President of the Permanent Commission of Ministers which governs the Eurocontrol organization, laid the foundation stone of the first international air traffic control centre for the upper air space in Europe. A number of European aviation ministers and other distinguished guests were present.

MR. MASON said of the Beek-Maastricht aerodrome which the Government of the Netherlands had graciously placed at the disposition of the European Organization for the Safety of Air Navigation: 'Thanks to this gift it will be possible to have an upper airspace control centre, situated at the cross-roads of the Netherlands, Belgium and the Northern part of the Federal Republic of Germany, the first such European Centre to be set up by a community of States. Furthermore, this Centre will be operated by staff of several nationalities working to uniform control procedures laid down by an international organization.

'Thus Eurocontrol is moving towards a major achievement, in taking account of the increase in the volume and speed of air traffic, and the improvement of techniques over a large area of Europe.

'This, indeed, is further important evidence of a Europe in which the spirit of common endeavour and achievement is growing stronger every day.

'The site for the Centre is, I feel, particularly appropriate in that, apart from the technical advantages it offers over other possible sites, it is only a stone's-throw away from the highest point of the Netherlands, which commands a view over the Dutch, Belgian and German countrysides.

'Telecommunication lines cutting across these three territories will bring information to the Beek-Maastricht Centre from three radar installations, which are to be located in this international region, one at Brussels, one at Bremen and one in the heart of the Netherlands. In addition, through a network of very high-frequency radio-telephone stations, aircraft flying in the upper airspace will be able to remain in permanent contact with the Beek-Maastricht Centre whatever their position in the region. From it they will receive the necessary instructions and information which will protect them from the risks of collision and will ensure a rapid and regular flow of traffic while flying at speeds approaching that of sound and, in a few years' time, even surpassing it.

'In this area measuring about 200,000 square kilometres, the new centre will not only ensure that safety of traffic on 35,000 kilometres of air routes, but also of traffic flying off these routes. There will, therefore, be very close co-ordination between the Beek-Maastricht Centre and the services responsible for controlling military aircraft. To be able to fulfil all these tasks it is estimated that the Centre will employ 180 specialized controllers operating in four sectors. With the electronics engineers maintaining the equipments in peak working order and the officials handling the administrative work, the total number of posts to be filled in the Beek-Maastricht Centre will be about 300, so that, including families, over a thousand people will be making their homes at the cross-roads of three different nations. I feel that they stand to gain much from such an enriching experience.

'All the electronics equipment in the Beek-Maastricht Centre will be designed to permit, eventually, the highest degree of automation. There are still many preparatory studies to be carried out in this connection. Eurocontrol has an Experimental Centre already at Bretigny, south of Paris, which I visited recently, where the installation of an ATC simulator which will be one of the most powerful in the world is nearing completion. It will have an important part to play in developing the operational techniques for the Beek-Maastricht Centre, and will undoubtedly contribute considerably towards advancing the date of the Centre's entry into service.

'This is a major project, on which there is still much work to be done. However, we can have every confidence in M. Bulin, Director-General of Eurocontrol, who has consistently shown remarkable energy under all circumstances, and I believe, therefore, that we should continue to adhere to the most optimistic date, the year 1971.'

Due to become operational in 1971, the new centre at Maastricht, which is being built by a Belgian company on a site provided by the Netherlands Government, has been planned and financed by Eurocontrol, which derives its staff and resources from the member states. It will control all civil upper air space traffic and that part of the military upper air space traffic which conforms to ICAO procedures. It will do this over an area of about 200,000 square kilometres (75,000 square miles), formed by the countries of the Netherlands, Belgium and the northern part of Germany, and will be the first major project by Eurocontrol towards meeting the future requirements for the safety of the constantly increasing amount of air traffic over Europe.

Lord Brown speaks on Anglo-Irish free trade

LORD BROWN, Minister of State, Board of Trade, spoke at he opening of Ireland House and Irish Week in London on September 26.

The Minister said that we were hoping for great things to arise from the Anglo-Irish Free Trade Agreement – though our rewards would be much slower in coming than those of Ireland.

'Such few tariffs as we had came down in a single night like the Walls of Jericho – yours are being reduced over nine years,' said Lord Brown. 'Indeed you are already beginning to see the promised land because your exports to us in July at nearly £18 million were some £2 million up on the same month last year.

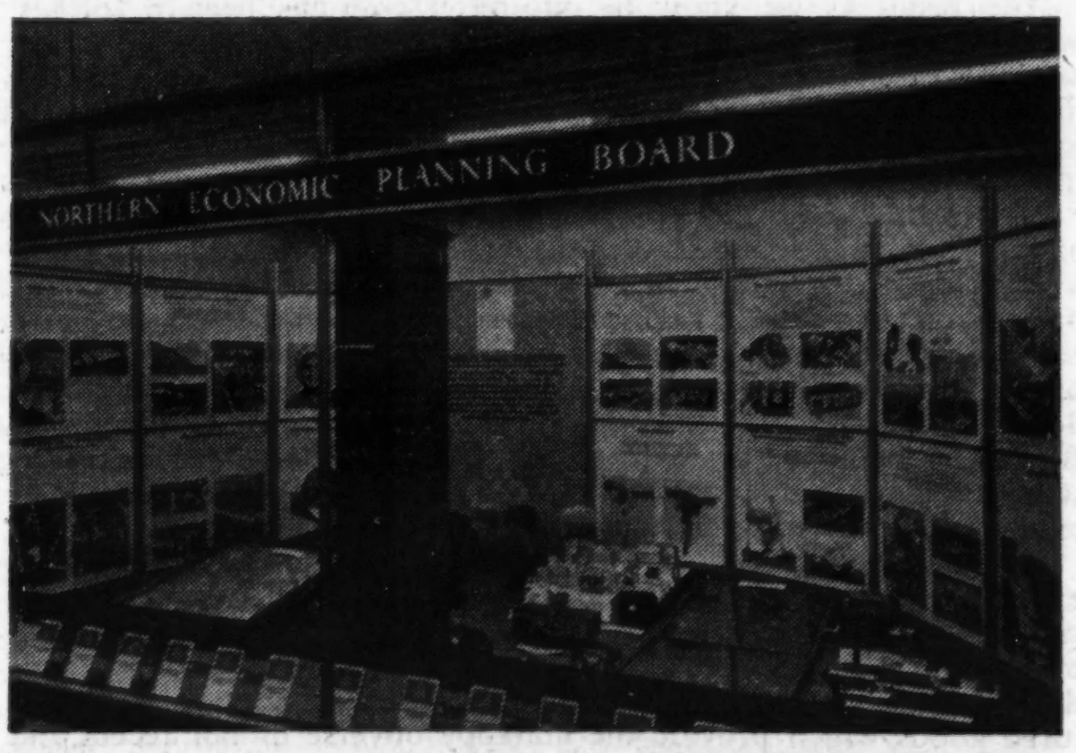
'Before I became a politician a year ago I was a businessman and as a Minister with special responsibilities for exports I try to remain one. Whenever I am in the presence of potential customers – as I am now – I always think a bit of sales talk is appropriate

'Your export performance is – if I may say so – remarkable. With one million people at work you exported £218 million worth of goods and produce last year. It is not always appreciated that between 1955 and 1965 your proportion of manufactured goods increased from 12 per cent to 25 per cent and I understand that you are attempting to double that by 1970.

'It's obvious that you know all about selling – who in Ireland doesn't – for I noticed that you had succeeded in placing an advertisement for Irish goods slap in the middle of our article in the *Board of Trade Journal* entitled "British *Exports* and the Anglo-Irish Free Trade Agreement".'

The Queen's Award to Industry, 1967

READERS ARE reminded that the closing date for the receipt of applications for the Queen's Award to Industry, 1967, is **October 31, 1966.** Application forms can be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 7000).



Wellbar House, Newcastle. A display showing details of 14 firms in the North East who have been granted the 'Queen's Award to Industry', organized by the Board of Trade and produced by the Central Office of Information.

National Productivity Conference

The Prime Minister, Mr. Harold Wilson, was chairman at the National Productivity Conference held on September 27 at Lancaster House, London. The conference discussed three themes, summaries of which appear below.

IN THE COURSE of his opening speech the Prime Minister said:

'The papers before us, which could be amplified a thousand-fold by arguments, facts, statistics, by the production experience of so many here put the case. The case that for many years Britain has lagged behind almost all our principal industrial rivals in the proportion of our GNP devoted to investment, and even more has secured a smaller yield from that investment. Again many would hold that within the investment rate which we have achieved, we have in many sectors of the economy lagged behind other countries in the sophistication of our newly-installed plant and machinery, and more generally in the application of technological advance to productive processes. Some would hold, myself amongst them, that within our given total of new investment not enough has been deployed in those sectors of the economy which are vital to broadening and strengthening our industrial base, to provide the munitions for our export bridgehead, and to make us more technically resistant to dependence on imported manufactures. Again, it would be more universally accepted that over too wide an area of industry where new equipment has been installed, it has been under-used, and spends far too high a proportion of its potential working week in idleness.

'Equally, as one of the papers before us makes clear, while acceptance of change requires new attitudes to new machinery, a very wide sector of British industry is failing to get anything like the true potential from its existing stock of machinery, whether through unimaginative management, timid management or through outdated working practices and manning schedules.

'There are those outside who are saying, and there will no doubt be those here today who will say, that this conference is unfortunately timed, or more directly, that it is verging on sick humour to talk about increasing investment when many manufacturers – and others – are drawing in their horns, cutting their forward investment programmes either because of doubts and uncertainties about the market for their products, or because of sheer inability to find the cash. I would like to meet this argument head on.

'And I want to do it by speaking for a few moments, not, I hope, controversially, about the deep-seated problem, the dilemma, that Britain's economy has been facing these many years. This is the dilemma that while Britain appears capable of balancing her overseas payments when industry is working below capacity – and it is easy to see why imports both of raw materials and consumer goods fall in these circumstances – nevertheless, whenever over these past years we have sought to expand production to get up to full capacity working and full employment, we have immediately lurched into crisis.

'The result as we know to our bitter cost has been a further period of industrial stagnation and under-capacity working – lasting in many cases for some years – with all this has meant in disincentives to both capital investment and to new attitudes to industrial training for skill, and in terms of entrenched impediments to industrial change and to the modernization of working practices.

'So I would like to tell you how the Government see the measures of this summer, coming as they do on top of earlier measures taken to restrain the overloading of the economy. Before this Government came to office I said on more than one occasion that any balance of payments difficulties or internal overheating generated by the events of 1963/64 would have to be met by the more orthodox measures of restriction despite their well-known disadvantage. Because time is required to make the changes in our industrial structure and in the pattern of our investment to enable us to expand at home without running into bankruptcy abroad.

'In many ways a great and encouraging start has been made. Our export trade has been rising at a rate double the average for the previous 10 years. There is a new attitude to technological advance, but it takes time for this to have its effect both on our capital development and on our resistance to rising imports of manufactured goods which provide the unhappy obverse of our recent and gratifying increase in exports.

'It is right, therefore, that I should say how we regard these measures as preparing the way for expansion. How we propose to use them not as a prescription for stagnation but as a springboard. In the first place there is no doubt that expansion of exports was being held back by shortage of labour, semi-skilled and unskilled as well as skilled: order books were lengthening, delivery dates were far too long, and were uncertain at that, two of the surest prescriptions for losing orders. One of the main purposes of the measures taken, and I know this will be discussed, is to secure a redeployment of labour in areas where there is a continuing and expanding demand – namely, the export markets, and in the sectors of the economy most relevant to broadening and strengthening our industrial base. And it is because this redeployment is essential that, however hard, however painful this is, the Government have had to ask for the release of labour rather than the spreading of work.

For obvious reasons I cannot forecast today when the disinflationary process will have worked itself out to the extent necessary to permit any general reflation. I repeat, there can be no general easing-up until we are paying our way and seen to be paying our way. What I do say is that even during the period of disinflation we shall be able to spend more – not on consumption or social expenditure – but on investment expenditure.

'What I am saying is that the measures recently taken should not be a reason for reduced investment; they should be regarded as providing the conditions in which investment can most fruitfully be undertaken.

The conference then discussed papers prepared by the National Economic Development Office.

Investment and productivity

There is a strong relationship between a country's growth rate and the proportion of its income that is devoted to capital investment. On both these counts Britain ranks lower than almost any other industrialized country. A substantial increase in investment is the key to higher output per man, and hence to faster economic growth.

It is not just the quantity of investment that matters. Its quality is just as crucial. This means the return that is earned both on new investment and on existing capital equipment. The statistics on comparative returns on investment are not conclusive, but they strongly suggest that countries like West Germany have outperformed Britain not simply because they have invested more, but equally because they have obtained a higher return from their investment. The implication is that either our new investment is somehow inferior in quality, or the best use is not being made of it, or that a combination of these two factors is responsible. The same applies to our existing stock of capital equipment; if we could use it more efficiently we could get increased productivity in a way which makes no demand for extra resources.

Labour, especially skilled labour, will become even scarcer than it is today. It will also become more expensive. Through investment in highly productive plant, jobs can often be simplified so that they can be undertaken by fewer or by less-skilled workers. The higher labour rates can then be offset, so that costs per unit of output can be held stable or reduced.

Productivity gains achieved through a fast-growing labour force are likely to be realised mainly through the associated rate of growth of capital investment. An expanding labour force needs to be equipped with additional plant and machinery. New investment of this kind will incorporate the latest technical innovations; thus productivity gains will be reinforced by the effects of technical progress – the country becomes equipped with a young capital stock. Germany, Japan and Italy all benefited in this way during the 1950s.

The key elements in productivity growth are the level of investment and the return on that investment. The return on the investment depends on three factors:

(a) the investment must be matched to expected demand closely enough to ensure that the new equipment is operated as close as possible to optimum capacity (the relationship between demand and productivity is close, but this is a subject on which more work needs to be done). If demand is cut back below the level which the investment was planned to meet the return will suffer;

(b) the new equipment must be operated with the right amount of manpower and no more;
(c) the most efficient managerial practices must be adopted to ensure that the maximum in physical output is achieved from the minimum of resources.

Investment spending is governed by two main factors: the expected level of future demand, and the immediate availability of finance. These two factors tend to operate together, thus causing distinct investment cycles. When demand is cut back the incentive to expand capacity is weakened; new equipment needs a high level of utilization to be profitable. At the same time profit margins contract, leaving industry with less cash to finance investment. If borrowing becomes more difficult, this effect is aggravated.

There can, however, be little doubt that the cash flow of the individual firm could be enlarged by improving margins through reducing costs, although the effect would be less rapid than a change in grants. The accelerated application of the wide range of modern management techniques now available should at one and the same time improve cash flow, improve the rate of return on capital and provide the basis of competitive strength in periods of future expansion. A downturn should be regarded as a period of stimulus to the adoption of modern techniques.

By re-examining, logically and exhaustively, all aspects of its activity, nearly every firm can uncover opportunities for increasing output per head. Productivity increases of 30 per cent and sometimes much more have been achieved within a 12-month period, in small firms as well as large.

The efficient use of men and machines is central to the productivity problem. Evidence from management consultants shows the immense scope that still exists in industry for the application of modern work study techniques to work out the number of employees needed on a particular operation. In many sectors of industry, notably in engineering and construction, difficulties are being experienced because of lack of skilled operatives. There is considerable scope for introducing alternative methods of carrying out operations with or without mechanization, either to use less skilled labour or to use other more plentiful skills.

The men employed in the manufacturing process can be used efficiently only if they are able to use the machines fully. The amount of wasted time can be sharply reduced through better layout of the plant, more efficient handling of materials, better control of work in progress.

The products themselves must be examined as critically as the men and machines engaged in manufacturing them. Can they be redesigned with a view to increased sales and/or lower costs of manufacture? Some striking improvements can be made through changes in design. A reduction in the number of varieties can lead to longer production runs and hence more efficient use of machinery.

The same approach can be applied to the components which are used in the manufacture of the finished product.

The reduction of scrap is itself an important objective in any action campaign for increasing productivity. The introduction of modern quality and reliability systems has proved that these costs can be reduced to something between 8½ per cent and 5 per cent.

Labour utilization

This paper is concerned with the more efficient use of manpower as a means of increasing productivity. This is not the only factor in getting greater productivity. The more economic usage of raw materials is also a form of increased productivity: by lowering costs and releasing scarce resources, output in the economy as a whole can be increased, without necessarily being accompanied by increase in labour productivity in individual sectors. Much technical innovation is directed at this sort of end.

Again, investment is a major factor in securing labour productivity even without direct reductions in manning scales. Labour productivity can also be increased by securing larger production runs, better marketing and better understanding of the economies of industrial operations. The efficient deployment of our labour resources nationally and at the level of the plant, in particular through the elimination of overmanning, is a substantial factor in higher productivity and one of special significance in the labour supply situation of this country.

In the past, increases in output in the United Kingdom have stemmed from a combination of increases in output per head and an expansion of the working population.

We face a tight manpower situation. This highlights the importance of getting the best use from the labour we have. One thesis of this paper is that the shortage revealed by examination of the labour statistics can be remedied through manpower redeployment. If, for the sake of argument, it were to be assumed that industries and services in the United Kingdom were on average overmanned by only 2½ per cent and if this overmanning could be remedied, the resulting redeployment would almost certainly be enough to meet our needs.

How are the necessary improvements in labour utilization to be brought about? Action at the plant level is clearly crucial. But such action has to be taken in the context of national measures to aid redeployment. Mobility of labour between places, jobs and industries is an essential concomitant of action to reduce overmanning at the plant.

There would seem here to be scope to improve the public employment services and bring them into closer association with industry.

In the end, however, the drive for fuller labour utilization must take place within the factory. It is there that most of the impediments exist and it is there that steps to eliminate them – among management and workers alike – must be taken.

The labour supply position may turn out to be fractionally easier if the efforts to improve labour mobility and to make it easier for more married women to work, have more impact than allowed for. But industry, and especially those sections that rely on male labour, would be unwise to look to a real increase in labour supply as a solution for their output problems. The conclusion is inescapable: the major part of any increase in output must come from higher output per head. This in turn derives from adding to our stock of labour-saving equipment and improving our use of existing capital.

There is another important aspect of labour supplies – their rising cost – which can easily be given insufficient weight in a period of reduced pressure of demand. Except over the very short term the cost of labour, particularly skilled labour, will continue to rise, although there will be fluctuations in the rate. Investment often provides the means to simplify the work and thus to control unit costs. Thus not only should investment policy be related to supplies of manpower, but also to the fact that skilled manpower may well become more expensive.

Productivity techniques

What is productivity? Ultimately increases in output per man-hour, in productivity, stem from applying advances in knowledge to production methods. But knowledge is useless unless it is applied. The kinds of knowledge which influence productivity do not consist solely of those concerning the physical properties of things. Just as important as technological innovation (in which would also be included improvement in design) are advances in managerial knowledge, involving better organization of the production process. Improvements in production control, economies in the level of stocks, the use of industrial engineering to reduce manning on specific operations, the application of mathematical techniques to distribution problems and capital investment decisions – these and other advances in the 'science' of management have a very important bearing on productivity. The distinction between the two types of knowledge is often blurred, and there may be little use having one without the other.

There is also a distinction, though again not a precise one, between the kinds of productivity gain which can be achieved in the short, the medium and the long term. Generally speaking, medium- and long-term advances in productivity involve the incorporation of new scientific and technological knowledge in capital equipment. But programmes for the medium and long term will not help firms solve their immediate problems. In the short term the best hope of achieving big gains in productivity is through applying knowledge which is already available to improve the utilization of existing resources. Much could be done now with little or no investment in new equipment – if more firms would recognize that the pressures to which they are now subject constitute an incentive to do it.

The present difficult economic situation can be seen as providing that incentive; in the next year a reasonable cash flow in many companies will be maintained only if their existing resources are put to more effective use. The first basic requirement for reducing costs and increasing output per head is an attitude of mind which seeks out opportunities for increasing productivity. Given this attitude, a programme which starts with making better use of existing resources could in the longer term lead to the installation of new machinery and new processes, in part through generating the funds to finance it. The second requirement is that the knowledge about what can be done to improve productivity should be widely diffused.

Monopolies Commission report on the supply and processing of colour film

MR. DOUGLAS JAY, President of the Board of Trade, announced in the House of Commons on August 8 that he had reached agreement with Kodak and the other main suppliers of colour film on the voluntary implementation of the recommendations in the report of the Monopolies Commission on the Supply and Processing of Colour Film. The only question which remained to be settled at that time was the level of retail margins, on which discussions with Kodak were continuing.

In the light of the decision now announced by Kodak to abandon resale price maintenance and to reduce by 20 per cent the level of their recommended prices, the Board of Trade consider it unnecessary to take further action on the Commission's recommendation on the level of retail margins. This action by Kodak, coupled with the average reduction of 12½ per cent in the price of their colour film to retailers, will, in the Board of Trade's view, achieve the objective of a substantial reduction in the cost of colour film to the consumer.

Notes:

The reference to the Monopolies Commission was made on May 14, 1963, and the report published on April 28, 1966. The Commission found that Kodak's monopoly position was not, as such, against the public interest but they criticized Kodak's pricing policy, in relation both to selling prices and to retail margins. They found that Kodak's profits on its colour film business were too high and that there was scope for prices to be reduced. They also criticized Kodak's policy of confining the retail distribution of colour film to certain appointed outlets. On processing, the Commission criticized the standard practice of a number of firms of requiring one or more of their types of reversal colour film to be sold at prices which included a charge for processing.

By way of remedies, the Commission recommended that the import duty on colour film should be abolished; that significant cuts should be made in Kodak's prices; that retailers' discounts should be reduced; and that Kodak should make their film available without discrimination. The Commission also recommended modifications to the system of selling film process-paid.

Answering a Parliamentary Question on August 8, the President announced:

(i) that Kodak had agreed to make a reduction of 12½ per cent on average in the prices of their colour films to the retailer, to take effect from October 1, 1966;

(ii) that Kodak had agreed to abandon any restriction on the supply of colour film to retail outlets, subject only to normal commercial considerations and, initially, to the availability of goods;

(iii) that Kodak and other suppliers concerned had undertaken to introduce, in time for the 1967 photographic season, arrangements which will enable retailers to sell reversal colour films either inclusive of a charge for processing or not, at the consumer's choice;

(iv) and that these suppliers had indicated their willingness to consider requests for technical help from independent processors who wished to process their colour film.

The President also announced that, after careful consideration of all the evidence produced by the inquiry into the import duty on colour films, he had decided that a change in the tariff at the present time would not be in the public interest.

At the same time the President announced that discussions were continuing with Kodak on the subject of the level of retail margins and that he would make a further announcement in due course. Such discussions have been held and there have also been meetings with the Photographic Dealers' Association and the National Chamber of Trade.

The abandonment by Kodak of r.p.m. means that retailers will be free to sell Kodak colour film at whatever price they choose. This in turn means that there will be no fixed retailer's margin; this will depend upon the sale price. In these circumstances it is unnecessary for the Board of Trade to implement the specific recommendation by the Commission on retail margins.

Copies of the Report (Colour Film: A Report on the Supply and Processing of Colour Film, April 1966) are available from HMSO, 49 High Holborn, London, W.C.1 and branches, price 9s. 6d., or by post from HMSO, PO Box 569, London, S.E.1, price 10s.

'The Times' and 'The Sunday Times'

THE BOARD OF TRADE announce that they have received an application for their written consent to a proposed merger whereby *The Times* and *The Sunday Times* would come under common ownership.

In the circumstances of this case the Board of Trade are legally precluded from giving the required consent without a report from the Monopolies Commission. Accordingly they have today referred the matter to the Monopolies Commission in pursuance of Section 8(3) of the Monopolies and Mergers Act for investigation and report.

The Board of Trade emphasize that their action in making the reference does not in any way prejudge the question of whether or not the proposed transaction may be expected to operate against the public interest. It is for the Commission to report on this after investigation.

Notes:

Section 8 of the Monopolies and Mergers Act 1965, which gives the Board of Trade certain powers in respect of newspaper mergers, arises from some of the recommendations of the Royal Commission on the Press 1961-1962.

The Act provides that the transfer of a newspaper to a newspaper proprietor whose newspapers have an average circulation per day of publication of 500,000 or more copies, shall be unlawful and void unless the transfer is made with the written consent of the Board of Trade.

Save in exceptional circumstances, the consent of the Board of Trade may be given only after an investigation of the proposed transaction by the Monopolies Commission. The application in this case has not been based on the exceptional circumstances outlined in the Act and so the Board of Trade have no option but to make this reference.

The Commission are required to make their report within three months unless there are special reasons for delay.

This is the first reference to the Monopolies Commission of a newspaper merger since the Monopolies and Mergers Act 1965 came into force in August 1965.

The Board of Trade are enabled by the Act to appoint three to five additional members of the Commission from a panel of persons maintained for this purpose to take part in the investigation of a newspaper merger. Some members on the panel are being approached with a view to their appointment for this purpose.

Drawback application for castor seed and castor oil for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported Goods

Castor seed.

Castor oil other than hydrogenated castor oil.

Exported Goods

Dehydrated castor oil.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than October 26, 1966.

Drawback application for materials for upholstered furniture

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported materials

Knitted fabrics,

Impregnated, coated or covered knitted or woven fabrics,

Poly (vinyl chloride) sheeting, including laminates solely of such sheeting.

Exported goods

Upholstered furniture.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than October 25, 1966.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 21.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.39	Dexamethasone 21 - *iso*-nicotinate.	Pyridine - 4 - carboxylic acid - (dexamethasone - 21)ester.	December 31, 1967	6894
73.15	Single strand alloy steel wire coated with a niobium alloy containing tin and with an outer coating of silver.	Niobium tin wire . .	December 31, 1967	7867

Applications for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.10	Di(2'-*n*-butoxy-2-ethoxyethoxy)methane	9102
29.13	Clorindione	3685
29.25	Cropropamide	8867
29.25	Crotamiton	8865
29.25	Crotethamide	8864
29.25	*N* - (2 - *n* - Dodecmethylamidoethyl) - *NN* - dimethylphenylcarbamoylmethyl-ammonium chloride	4594
29.25	Heptabarbitone	8875
29.35	Carbamazepine	5749
29.35	Chlorquinaldol	8890
29.35	Desipramine *mono*hydrochloride	5036
29.35	Ethyl biscoumacetate	668
29.35	Halopyramine *mono*hydrochloride	8891
29.35	Nicotinaldehyde thiosemicarbazone	8892
29.35	Nicoumalone	9425
29.35	Opopramol dihydrochloride	3687
29.35	Oxyphenbutazone	8893
29.35	Sulphinpyrazone	8894
29.36	Chlorthalidone	2380
29.36	Sulphaproxyline	8919
29.44	Ristocetin	653
30.03	Preparations containing not less than 40% by weight of phenylbutazone	6004

Duty remission suspended on machinery and scientific instruments

THE BOARD OF TRADE announce that HM Government has decided to suspend forthwith the present arrangements for remission of import duty on machinery and on the following instruments and apparatus and parts thereof: optical and scientific instruments and apparatus, measuring and checking instruments and apparatus, apparatus based on the use of X-rays or of the radiations from radio-active substances, thermionic, cold cathode and photo-cathode valves and tubes, discharge lamps. Consideration will, however, be given to applications which are posted to the Board of Trade on or before November 30, 1966, in respect of any of these items for which orders were placed by intended users on or before September 30, 1966.

Separate arrangements will be made for firms having programmes agreed with the Board of Trade for duty-free imports of production parts for incorporation into machines or instruments which are being made in the United Kingdom or having applications for such concessions currently under consideration by the Board. The firms concerned will be notified of these arrangements individually. No new applications in respect of production parts will be considered.

The consideration of appeals against rejection of applications will continue for a short time but the Board of Trade decision in each case will be final. Appeals posted to the Board after June 30, 1967, will not be considered.

Any inquiries on particular individual applications should be addressed to Tariff Division, Board of Trade, Duty Remission Branch, Sanctuary Buildings, London, S.W.1.

The present arrangements operate under Section 6 of, and paragraphs 1(b) and 1(c) of the Fourth Schedule to, the Import Duties Act, 1958.

Notes:

Powers to grant duty remission on machinery have been in force for many years, although they were suspended for a period in 1952. The Wilson Smith Committee was set up in 1953 to consider whether duty-remission on machinery was in the national interest and what changes, if any, should be made. Its main recommendation was that it was in the national interest to permit duty-free entry where no British machinery was procurable, but on less general and widespread lines than hitherto. This recommendation was accepted.

Circumstances have changed since then. Reductions in general rates of import duty, as a result of international tariff negotiations, have made remission less valuable to users; and the duty-free arrangements for machine tools and certain other machinery were terminated some years ago. In 1965, we imported machinery to the value of about £400 million, but only a fraction was eligible for consideration for duty remission, and duty was in fact remitted on only about £40 million. In the year ended March 31, 1966, duty was remitted on scientific instruments imported for commercial purposes to a value of about £10 million out of total imports of approximately £62 million. (Duty was also remitted on scientific instruments to a value of about £12 million imported for scientific research or non-commercial purposes connected with the advancement of learning. Such imports will not be affected by the present suspension.)

The organization for administering the scheme is complex and expensive to run, requiring the services of a sizeable staff of officials and technical advisers. No other major industrial country has similar arrangements. The operation of the scheme has frequently proved controversial, and there is some evidence that it has damaged relations between British manufacturers and the users of machinery and instruments, and has given foreign manufacturers some publicity advantage in export markets.

No change is proposed regarding the present duty remission arrangements for the other articles described in paragraph 1(a) and (d) and paragraphs 2 and 3 of the Fourth Schedule to the Import Duties Act. These, described briefly, are:

(i) Aircraft for overseas services;
(ii) Organic products such as synthetic organic dyestuffs;
(iii) Articles required for examination or tests with a view to promoting or improving the manufacture in the United Kingdom of similar goods; and
(iv) Articles intended to be used in scientific research or for a purpose connected with the advancement of any branch of learning or art or with the promotion of any sport, and not intended to be sold or to be used for a commercial purpose.

Separate arrangements will be made for firms having programmes agreed with the Board of Trade for the duty-free import of 'production parts'. These are parts imported for incorporation into machines or instruments which are being manufactured here. Remission of duty has normally been allowed on parts required in the first two years of production in order to encourage the manufacture of certain new equipment. Existing concessions will normally be allowed to run their course, but no new applications will be considered.

Review of temporary exemptions from import duty

THE BOARD OF TRADE are now reviewing all temporary exemptions from import duty which are due to expire on December 31, 1966.

In order to take account of changes recommended in the revised British Standard 2474:1965 for Recommended Names of Chemicals used in Industry and of new approved names issued by the General Medical Council, it has been decided that some of the definitions of chemicals, which are currently temporarily exempt from import duty, should be amended, if the exemptions are to be renewed for a further period next year. A list is published below of the exemptions which will be affected by these amendments, if they are extended for a further period in 1967.

Tariff heading	Present Description	Tariff heading	Revised Description
28.28	Hydroxyammonium chloride containing not more than 0·0005% by weight of heavy metals estimated as Pb	28.28	Hydroxylammonium chloride containing not more than 0·0005% by weight of heavy metals estimated as Pb
	Hydroxyammonium sulphate		Hydroxylammonium sulphate
28.30	Iron chloride, analytical reagent quality	28.30	Ferric chloride, analytical reagent quality
			Ferrous chloride, analytical reagent quality
29.01	1:2-Benzanthracene	29.01	1, 2-Benzanthracene
	2:3-Benzanthracene		Naphthacene
	1:2-Benzofluorene		1, 2-Benzofluorene
	2:3-Benzofluorene		2, 3-Benzofluorene
	Bicyclo[2:2:1]hepta-2:5-diene		Bicyclo[2, 2, 1]hepta-2, 5-diene
	*p-tert*Butyltoluene		4-*tert*Butyltoluene
	*trans:trans:trans*Cyclododeca - 1: 5:9-triene		*trans-trans-trans*-Cyclododeca - 1, 5, 9-triene
	Cyclo-octa-1:3-diene		Cyclo-octa-1, 3-diene
	Cyclo-octa-1:5-diene		Cyclo-octa-1, 5-diene
	n-Decane		Decane
	1:2-3:4-Dibenzanthracene		1, 2:3, 4-Dibenzanthracene
	1:2-Dimethylcyclohexane		1, 2-Dimethylcyclohexane
	3:3′-Dimethyldiphenyl		3, 3′-Dimethylbiphenyl
	1:6-Dimethylnaphthalene		1, 6-Dimethylnaphthalene
	2:3-Dimethylnaphthalene		2, 3-Dimethylnaphthalene
	2:6-Dimethylnaphthalene		2, 6-Dimethylnaphthalene
	2:7-Dimethylnaphthalene		2, 7-Dimethylnaphthalene
	2:2-Dimethylpropane		2, 2-Dimethylpropane
	9:10-Diphenylanthracene		9, 10-Diphenylanthracene
	m-Diphenylbenzene		1, 3-Terphenyl
	n-Docos-1-ene		Docos-1-ene
	n-Dodecane		Dodecane
	n-Dodecylbenzene		Dodecylbenzene
	n-Eicosane		Eicosane
	n-Eicos-1-ene		Eicos-1-ene
	n-Hexadecane		Hexadecane
	Nono-1:8-diyne		Nono-1, 8-diyne
	Penta-1:3-diene		Penta-1, 3-diene
	p-iso-Propyltoluene		*p*-Cymene
	n-Tetracosane		Tetracosane
	n-Tetradecane		Tetradecane
	1:2:3:4-Tetrahydronaphthalene		1, 2, 3, 4-Tetrahydronaphthalene
	4:5:9:10-Tetrahydropyrene (IUPAC numbering)		4, 5, 9, 10-Tetrahydropyrene (IUPAC numbering)
	1:2:4:5-Tetramethylbenzene		1, 2, 4, 5-Tetramethylbenzene
	n-Tridecane		Tridecane
	1:2:4-Trimethylbenzene		*pseudo*Cumene
	1:3:5-Trimethylbenzene		Mesitylene
	2:2:4-Trimethylpentane		2, 2, 4-Trimethylpentane
29.02	*o*-Bromobenzotrifluoride	29.02	2-Bromobenzotrifluoride
	m-Bromobenzotrifluoride		3-Bromobenzotrifluoride
	p-Bromobenzotrifluoride		4-Bromobenzotrifluoride
	4-Bromodiphenyl		4-Bromobiphenyl
	o-Bromofluorobenzene		1-Bromo-2-fluorobenzene
	p-Bromofluorobenzene		1-Bromo-4-fluorobenzene
	4-Bromo-*n*-heptane		4-Bromoheptane
	2-Bromo-*n*-hexane		2-Bromohexane
	3-Bromo-*n*-hexane		3-Bromohexane
	3-Bromo-*n*-pentane		3-Bromopentane
	2-Bromo-1:3:5-trimethylbenzene		2-Bromomesitylene
	o-Chlorobenzotrifluoride		2-Chlorobenzotrifluoride
	m-Chlorobenzotrifluoride		3-Chlorobenzotrifluoride
	p-Chlorobenzotrifluoride		4-Chlorobenzotrifluoride
	α-Chlorodiphenylmethane		Diphenylchloromethane
	o-Chlorofluorobenzene		1-Chloro-2-fluorobenzene
	m-Chlorofluorobenzene		1-Chloro-3-fluorobenzene
	p-Chlorofluorobenzene		1-Chloro-4-fluorobenzene
	o-Chlorotoluene		2-Chlorotoluene
	m-Chlorotoluene		3-Chlorotoluene
	Decachlorodicyclopenta-2:4-dienyl		Decachlorobicyclopenta-2, 4-dienyl
	1:4-Dibromobut-2-ene		1, 4-Dibromobut-2-ene
	2:3-Dibromobut-2-ene		2, 3-Dibromobut-2-ene
	1:10-Dibromodecane		1, 10-Dibromodecane
	1:2-Dibromoethane		1, 2-Dibromoethane
	1:2-Dibromo-2-methylpropane		1, 2-Dibromo-2-methylpropane
	1:1-Dibromoprop-1-ene		1, 1-Dibromoprop-1-ene
	1:2-Dibromotetrafluoroethane		1, 2-Dibromotetrafluoroethane
	m-Dichlorobenzene		1, 3-Dichlorobenzene
	1:4-Dichlorobutane		1, 4-Dichlorobutane
	1:3-Dichlorobut-2-ene		1, 3-Dichlorobut-2-ene
	1:4-Dichlorobut-2-ene		1, 4-Dichlorobut-2-ene
	2:2-Dichloro-1:1-di-(*p*-chlorophenyl)ethane		1, 1-Dichloro-2, 2-di-(4-chlorophenyl)ethane
	2:2-Dichloro-1:1-di-(*p*-ethylphenyl)-ethane		1, 1-Dichloro-2, 2-di-(4-ethylphenyl)-ethane
	1:2-Dichloroethylene		1, 2-Dichloroethylene
	2:3-Dichlorohexafluorobut-2-ene		2, 3-Dichlorohexafluorobut-2-ene
	1:2-Dichlorohexafluorocyclopentene		1, 2-Dichlorohexafluorocyclopentene
	1:1-Dichloroprop-1-ene		1, 1-Dichloroprop-1-ene
	1:3-Dichloropropene		1, 3-Dichloropropene
	2:3-Dichloroprop-1-ene		2, 3-Dichloroprop-1-ene
	2:6-Dichlorotoluene		2, 6-Dichlorotoluene
	3:4-Dichlorotoluene		3, 4-Dichlorotoluene
	2:5-Dichloro-*p*-xylene		2, 5-Dichloro-*p*-xylene
	o-Difluorobenzene		1, 2-Difluorobenzene
	1:1-Difluoroethane		1, 1-Difluoroethane
	1:1-Difluoroethylene		1,1-Difluoroethylene
	Dodecachloropentacyclo[5:2:1:0 ^{2,6}:0^{3,9}:0^{5,8}]decane		Dodecachloropentacyclo[5, 2, 1, 0 ^{2,6}, 0^{3,9}, 0^{5,8}]decane
	p-Fluorobenzotrifluoride		4-Fluorobenzotrifluoride
	p-Fluorotoluene		4-Fluorotoluene
	Hexachlorobuta-1:3-diene		Hexachlorobuta-1, 3-diene
	1:2:3:4:5:6-Hexachlorocyclohexane, mixed isomers, of which either (*a*) the α-isomer content is not more than 50% by weight, or (*b*) the γ-isomer content is not less than 35% by weight provided that, in a case where the γ-isomer content is not less than 35% and not more than 40% by weight, not less than 90% by weight of the material passes a sieve having a nominal width of aperture of 53 microns and conforming to British Standard 410: 1962.		1, 2, 3, 4, 5, 6-Hexachlorocyclohexane, mixed isomers, of which either (*a*) the α-isomer content is not more than 50% by weight, or (*b*) the γ-isomer content is not less than 35% by weight provided that, in a case where the γ-isomer content is not less than 35% and not more than 40% by weight, not less than 90% by weight of the material passes a sieve having a nominal width of aperture of 53 microns and conforming to British Standard 410: 1962.
	α-1:2:3:4:5:6-Hexachlorocyclohexane		α-1, 2, 3, 4, 5, 6-Hexachlorocyclohexane
	γ-1:2:3:4:5:6-Hexachlorocyclohexane		γ-1, 2, 3, 4, 5, 6-Hexachlococyclohexane
	o-Iodobenzotrifluoride		2-Iodobenzotrifluoride
	m-Methylbenzyl bromide		3-Methylbenzyl bromide
	p-Methylbenzyl bromide		4-Methylbenzyl bromide
	*sym*Tetrabromoethane		1, 1, 2, 2-Tetrabromoethane
	1:2:4:5-Tetrachlorobenzene		1, 2, 4, 5-Tetrachlorobenzene
	1:2:2:3-Tetrachloropropane		1, 2, 2, 3-Tetrachloropropane
	2:3:5:6-Tetrachloro-*p*-xylene		2, 3, 5, 6-Tetrachloro-*p*-xylene
	1:2:3-Tribromo-2-methylpropane		1, 2, 3-Tribromo-2-methylpropane
	1:2:3-Trichlorobenzene		1, 2, 3-Trichlorobenzene
	1:2:4-Trichlorobenzene		1, 2, 4-Trichlorobenzene
	Trichlorobenzene, mixed isomers, containing not less than 77·5% by weight of 1:2:4-trichlorobenzene		Trichlorobenzene, mixed isomers, containing not less than 77·5% by weight of 1, 2, 4-trichlorobenzene
29.03	Benzene-*m*-disulphonic acid	29.03	Benzene-1, 3-disulphonic acid
	o-Bromonitrobenzene		1-Bromo-2-nitrobenzene
	p-Bromonitrobenzene		1-Bromo-4-nitrobenzene
	2-*tert*Butyl-4:5:6-trimethyl-1:3-dinitrobenzene		1-*tert*Butyl-3, 4, 5-trimethyl-2, 6-dinitrobenzene
	2:2′-Dinitrodiphenyl		2, 2′-Dinitrobiphenyl
	1:5-Dinitronaphthalene		1, 5-Dinitronaphthalene
	o-Ethylnitrobenzene		1-Ethyl-2-nitrobenzene
	o-Fluoronitrobenzene		1-Fluoro-2-nitrobenzene
	m-Fluoronitrobenzene		1-Fluoro-3-nitrobenzene
	p-Fluoronitrobenzene		1-Fluoro-4-nitrobenzene
	2-Nitrodiphenyl		2-Nitrobiphenyl
	4-Nitrodiphenyl		4-Nitrobiphenyl
	1:1:3:3:5-Pentamethyl-4:6-dinitroindane		1, 1, 3, 3, 5-Pentamethyl-4, 6-dinitroindane
	*di*Sodium benzene-*m*-disulphonate		*di*Sodium benzene-1, 3-disulphonate
	Sodium *p*-chlorobenzenesulphonate		Sodium 4-chlorobenzenesulphonate
	1:3:5-Trinitrobenzene		1, 3, 5-Trinitrobenzene
29.04	*iso*Amyl alcohol, of a purity not less than 98%	29.04	3-Methylbutan-1-ol, of a purity not less than 98%
	*tert*Amyl alcohol		2-Methylbutan-2-ol
	Amyl alcohols, containing not less than 58% by weight of *n*-pentanol and not more than 1% by weight of aldehydes or ketones calculated as $C_5H_{10}O$		Amyl alcohols, containing not less than 58% by weight of pentan-1-ol and not more than 1% by weight of aldehydes or ketones calculated as $C_5H_{10}O$
	Butane-1:3-diol		Butane-1, 3-diol
	Butane-1:4-diol		Butane-1, 4-diol
	Butane-2:3-diol		Butane-2, 3-diol
	Butane-1:2:4-triol		Butane-1, 2, 4-triol
	But-2-ene-1:4-diol		But-2-ene-1, 4-diol
	But-2-yne-1:4-diol		But-2-yne-1, 4-diol
	3-Chloropropane-1:2-diol		3-Chloropropane-1, 2-diol
	Decane-1:10-diol		Decane-1, 10-diol
	1:6-Dibromo-1:6-dideoxymannitol		1, 6-Dibromo-1, 6-dideoxymannitol
	2:6-Dimethylheptan-4-ol		2, 6-Dimethylheptan-4-ol
	2:5-Dimethylhexane-2:5-diol		2, 5-Dimethylhexane-2, 5-diol
	(±)—3:7-Dimethylnona-1:6-dien-3-ol		(±)—3, 7-Dimethylnona-1, 6-dien-3-ol
	2:4-Dimethylnonan-4-ol		2, 4-Dimethylnonan-4-ol
	3:7-Dimethyloctan-3-ol		3, 7-Dimethyloctan-3-ol
	(—)—3:7-Dimethyloct-6-en-1-ol		(—)—3, 7-Dimethyloct-6-en-1-ol
	3:7-Dimethyloct-5-en-1-yn-3-ol		3, 7-Dimethyloct-6-en-1-yn-3-ol
	2:4-Dimethylpentan-1-ol		2, 4-Dimethylpentan-1-ol
	2:2-Dimethylpropanediol		2, 2-Dimethylpropanediol
	2:2-Dimethylpropanol		2, 2-Dimethylpropanol
	2-Ethylbutanol		2-Ethylbutan-1-ol
	2-Ethylhexane-1:3-diol		2-Ethylhexane-1, 3-diol
	n-Heptanol		Heptan-1-ol
	Hexane-1:6-diol		Hexane-1, 6-diol
	Hexane-2:5-diol		Hexane-2, 5-diol
	Hexane-1:2:6-triol		Hexane-1, 2, 6-triol
	n-Hexanol		Hexan-1-ol
	n-Hex-3-en-1-ol		Hex-3-en-1-ol
	7-Hydroxy-3:7-dimethyloctaldehydesodium bisulphite		7-Hydroxy-3, 7-dimethyloctanal sodium bisulphite
	2-*n*-Octyl-*n*-dodecanol		2-Octyldodecan-1-ol
	Pentane-1:5-diol		Pentane-1, 5-diol
	Propane-1:3-diol		Propane-1, 3-diol
	3:7:11:15-Tetramethylhexadecane-1:2:3-triol		3, 7, 11, 15-Tetramethylhexadecane-1, 2, 3-triol
	3:7:9-Trimethyldeca-1:6-dien-3-ol		3, 7, 9-Trimethyldeca-1, 6-dien-3-ol
	3:7:11-Trimethyldodeca-2:6:10-trien-1-ol		Farnesol
	3:7:11-Trimethyldodeca-1:6:10:trien-3-ol		Nerolidol
	2:2:4-Trimethylpentan-1-ol		2, 2, 4-Trimethylpentan-1-ol
	n-Undecanol		Undecan-1-ol

Tariff heading	Present Description	Tariff heading	Revised Description
29.05	2:2-Di-(4-hydroxycyclohexyl)propane	29.05	2, 2-Di-(4-hydroxycyclohexyl)propane
	1:4-Di(hydroxymethyl)cyclohexane		1, 4-Di(hydroxymethyl)cyclohexane
	m-Nitrobenzyl alcohol		3-Nitrobenzyl alcohol
	p-Nitrobenzyl alcohol		4-Nitrobenzyl alcohol
	2:2:2-Trichlorodi-(*p*-chlorophenyl)-ethanol		2, 2, 2-Trichlorodi-(4-chlorophenyl)-ethanol
	4:7:7-Trimethylbicyclo[4:1:0]-hept-4-en-3-ylmethanol		4, 7, 7-Trimethylbicyclo[4, 1, 0]-hept-4-en-3-ylmethanol
29.06	*p-tert*-Amylphenol	29.06	4-*tert*Pentylphenol
	o-Benzylphenol		2-Benzylphenol
	*o-sec*Butylphenol		2-*sec*Butylphenol
	*o-tert*Butylphenol		2-*tert*Butylphenol
	*p-sec*Butylphenol		4-*sec*Butylphenol
	2:4-Di*tert*amylphenol		2, 4-Di*tert*pentylphenol
	Di*sec*amylphenol, mixed isomers		Di-(1-methylbutyl)phenol, mixed isomers
	3:5-Di*tert*butyl-4-hydroxydiphenyl		3, 5-Di*tert*butyl-4-hydroxybiphenyl
	1:1-Di-(5-*tert*butyl-4-hydroxy-*o*-tolyl)-*n*-butane		1, 1-Di(3-*tert*butyl-4-hydroxy-6-methylphenyl)butane
	Di-(3:5-di*tert*butyl-4-hydroxyphenyl)methane		Di-(3, 5-di*tert*butyl-4-hydroxyphenyl)methane
	2:6-Di*tert*butylphenol		2, 6-Di*tert*butylphenol
	2:3-Di-[3:4-dihydroxybenzyl) butane		2, 3-Di-(3, 4-dihydroxybenzyl) butane
	2:2′-Dihydroxydiphenyl		2, 2′-Dihydroxybiphenyl
	3:4-Dihydroxydiphenyl		3, 4-Dihydroxybiphenyl
	1:3-Dihydroxynaphthalene		1, 3-Dihydroxynaphthalene
	1:5-Dihydroxynaphthalene		1, 5-Dihydroxynaphthalene
	2:3-Dihydroxynaphthalene		2, 3-Dihydroxynaphthalene
	3:4-Di-(*p*-hydroxyphenyl)hexane-3:4-diol		3, 4-Di-(4-hydroxyphenyl)hexane-3, 4-diol
	2:6-Di*iso*propylphenol		2, 6-Di*iso*propylphenol
	p-Hydroxydiphenyl		4-Hydroxybiphenyl
	m-n-Pentadecylphenol		3-Pentadecylphenol
	Sodium *o*-diphenylyloxide		Sodium biphenyl-2-yloxide
	2:4:2′:4′-Tetrahydroxydiphenyl		2, 4, 2′, 4′-Tetrahydroxybiphenyl
	1:1:3-Tri-(5-*tert*butyl-4-hydroxy-2-methylphenyl)butane - toluene complex		1, 1, 3-Tri-(5-*tert*butyl-4-hydroxy-2-methylphenyl)butane - toluene complex
	1:3:5-Tri-(3:5-di*tert*butyl-4-hydroxybenzyl)-2:4:6-trimethylbenzene		2,4,6-Tri-(3,5-di*tert*butyl-4-hydroxybenzyl)mesitylene
	2:3:5-Trimethylquinol		2, 3, 5-Trimethylquinol
	2:4-Xylenol (—OH=1)		2, 4-Xylenol
	3:5-Xylenol (—OH=1)		3, 5-Xylenol
29.07	*m*-Bromophenol	29.07	3-Bromophenol
	m-Chlorophenol		3-Chlorophenol
	Chloro - 5 - *iso*propyl - *m* - cresol (—OH=1), mixed isomers		Chloro - 5 - *iso*propyl - *m* - cresol (—OH at 1), mixed isomers
	2:3-Dichlorophenol		2, 3-Dichlorophenol
	2:2 - Di - (3:5 - dichloro - 4 - hydroxyphenyl)propane		2, 2 - Di - (3, 5 - dichloro - 4 - hydroxyphenyl)propane
	6:7 - Dihydroxynaphthalene - 2 - sulphonic acid		6, 7 - Dihydroxynaphthalene - 2 - sulphonic acid
	o-Fluorophenol		2-Fluorophenol
	p-Fluorophenol		4-Fluorophenol
	1-Naphthol-5-sulphonic acid		5 - Hydroxynaphthalene - 1 - sulphonic acid
	o-Trifluoromethylphenol		2-Trifluoromethylphenol
	m-Trifluoromethylphenol		3-Trifluoromethylphenol
	p-Trifluoromethylphenol		4-Trifluoromethylphenol
29.08	*p*-Allylanisole	29.08	4-Allylanisole
	*iso*Amyl 2-phenylethyl ether		*iso*Pentyl 2-phenylethyl ether
	1-*o*-Benzylphenoxypropan-2-ol		1-(2-Benzylphenoxy)propan-2-ol
	Bromelia		2-Ethoxynaphthalene
	n-Butyl vinyl ether		Butyl vinyl ether
	Chlorodimethyl ether		Chloromethyl methyl ether
	Di-*n*-butyldigol		Dibutyldigol
	2:5 - Di*tert*butylperoxy - 2:5 - dimethylhexane		2, 5 - Di*tert*butylperoxy - 2, 5 - dimethylhexane
	1:4- Di - (1 - *tert*butylperoxy - 1 - methylethyl)benzene		1, 3 - Di - (1 - *tert*butylperoxy - 1 - methylethyl)benzene
	1:1 - Di*tert*butylperoxy - 3:3:5 - trimethylcyclohexane		1, 1 - Di*tert*butylperoxy - 3, 3, 5 - trimethylcyclohexane
	2:2 - Di - (4:4 - di*tert*butylperoxycyclohexyl)propane		2, 2 - Di - (4, 4 - di*tert*butylperoxycyclohexyl)propane
	1:2-Diethoxyethane		1, 2-Diethoxyethane
	Di-*n*-hexyl ether		Dihexyl ether
	2:2 - Di - (*p* - 2 - hydroxy - *n* - propoxyphenyl)propane		2, 2 - Di - [4 - (2 - hydroxypropoxy)-phenyl]propane
	1:2-Dimethoxyethane		1, 2-Dimethoxyethane
	2:4-Dinitrophenetole		2, 4-Dinitrophenetole
	1:4-Dioxan		1, 4-Dioxan
	Di-(*m*-phenoxyphenyl) ether		Di-(3-phenoxyphenyl) ether
	Di*iso*propylbenzene hydroperoxide, mixed 1:3- and 1:4-isomers		Di*iso*propylbenzene hydroperoxide, mixed 1, 3- and 1, 4-isomers
	Di - (2:3:3:3 - tetrachloropropyl) ether		Di - (2, 3, 3, 3 - tetrachloropropyl) ether
	o-Fluoroanisole		2-Fluoroanisole
	n-Hexyldigol		Hexyldigol
	p-Nitroanisole		4-Nitroanisole
	p-Nitrophenetole		4-Nitrophenetole
	1:2:3 - Tri - (2 - hydroxyethoxy)-propane		1, 2, 3 - Tri - (2 - hydroxyethoxy)-propane
	1:2:3 - Tri - (2 - hydroxy - *n* - propoxy)propane		1, 2, 3 - Tri - (2 - hydroxypropoxy)-propane
	Yara-yara		2-Methoxynaphthalene
29.09	1-Bromo-2:3-epoxypropane	29.09	1-Bromo-2, 3-epoxypropane
	n-Butyl glycidyl ether		Butyl glycidyl ether
	1-Chloro-2:3-epoxypropane		1-Chloro-2, 3-epoxypropane
	1:4-Di-(2:3-epoxypropoxy)butane		1, 4-Di-(2, 3-epoxypropoxy)butane
	1:2-Epoxybutane		1, 2-Epoxybutane
29.10	2-Bromo-1:1-diethoxyethane	29-10	2-Bromo-1, 1-diethoxyethane
	8 - *tert*Butyl - 1:4 - dioxaspiro[4:5]-decane		8 -*tert*Butyl - 1, 4 - dioxaspiro[4, 5]-decane
	2-Chloro-1:1-diethoxyethane		2-Chloro-1, 1-diethoxyethane
	Di - (2′ - *n* - butoxy - 2 - ethoxy) ethoxy-methane		Di - [2 - (2 - butoxyethoxy)ethoxy]-methane
	1:1 - Diethoxy - 3:7-dimethylocta - 2:6-diene		1, 1-Diethoxy-3, 7-dimethylocta-2, 6-diene
	1:1-Diethoxyhex-2-ene		1, 1-Diethoxyhex-2-ene
	4a:9a - Dihydroindeno[3′:2′-5:6] - 1:3-dioxin		4, 4a, 9, 9a-Tetrahydroindeno [2, 1-*d*]-1, 3-dioxin
	1:1-Dimethoxy-3:7-dimethylocta-2:6-diene		1, 1-Dimethoxy-3, 7-dimethylocta-2, 6-diene
	1:1-Dimethoxy-*n*-octane		1, 1-Dimethoxyoctane
	1:3-Dioxan		1, 3-Dioxan
	1:3-Dioxolan		1, 3-Dioxolan
	1 - Ethoxy - 1:3:3 - trimethoxypropane		1 - Ethoxy - 1, 3, 3 - trimethoxypropane
	2-Ethyl-2-methyl-1:3-dioxolan		2-Ethyl-2-methyl-1, 3-dioxolan
	Hexahydro-2:3:6:7-tetrahydroxy-1:4:5:8-tetraoxanaphthalene		Hexahydro- 2, 3, 6, 7-tetrahydroxy-1, 4, 5, 8-tetraoxanaphthalene
	4:4a:5:9b - Tetrahydroindeno-[1:2-*d*]-1:3-dioxin		4, 4a, 5, 9b-Tetrahydroindeno-[1, 2-d]-1, 3-dioxin
	1:1:3:3-Tetramethoxypropane		1, 1, 3, 3-Tetramethoxypropane
29.11	Acraldehyde	29.11	Acrylaldehyde
	β-Apo-2-carotenal		β-8′-Apocarotenal
	*p-tert*Butylbenzaldehyde		4-*tert*Butylbenzaldehyde
	β - *p* - *tert*Butylphenyl*iso*butyraldehyde		3 - (4 - *tert*Butylphenyl) - 2 - methylpropionaldehyde
	n-Butyraldehyde		Butyraldehyde
	2:4-Dihydroxybenzaldehyde		2, 4-Dihydroxybenzaldehyde
	3:4-Dihydroxybenzaldehyde		3, 4-Dihydroxybenzaldehyde
	2:3-Dimethoxybenzaldehyde		2, 3-Dimethoxybenzaldehyde
	3:7 - Dimethylnona - 2:6 - dienaldehyde		3, 7 - Dimethylnona - 2, 6 - dienal
	2-Ethylhexaldehyde		2-Ethylhexanal
	n-Heptaldehyde		Heptanal
	Hex-2-enaldehyde		Hex-2-enal
	Methacraldehyde		Methacrylaldehyde
	1:2:3:4:5:6:7:8 - Octahydro - 8:8 - dimethyl-2-naphthaldehyde		1, 2, 3, 4, 5, 6, 7, 8-Octahydro-8, 8-dimethyl-2-naphthaldehyde
	3:5:5-Trimethylhexaldehyde		3, 5, 5-Trimethylhexanal
	2:6:10 - Trimethylundec - 10 - enaldehyde		2, 6, 10-Trimethylundec-10-enal
	n-Valeraldehyde		Valeraldehyde
29.12	*o*-Chlorobenzaldehyde	29.12	2-Chlorobenzaldehyde
	p-Chlorobenzaldehyde		4-Chlorobenzaldehyde
	2:6-Dichlorobenzaldehyde		2, 6-Dichlorobenzaldehyde
	3:4-Dichlorobenzaldehyde		3, 4-Dichlorobenzaldehyde
	o-Nitrobenzaldehyde		2-Nitrobenzaldehyde
	p-Nitrobenzaldehyde		4-Nitrobenzaldehyde
	Sodium benzaldehyde - *o* - sulphonate		Sodium 2 - formylbenzenesulphonate
29.13	4 - Acetyl - 6 - *tert*butyl - 1:1 - dimethylindane	29.13	4 - Acetyl - 6 - *tert*butyl - 1, 1 - dimethylindane
	7 - Acetyl - 6 - ethyl - 1:2:3:4 - tetrahydro - 1:1:4:4 - tetramethylnaphthalene		7 - Acetyl - 6 - ethyl - 1, 2, 3, 4 - tetrahydro - 1, 1, 4, 4 - tetramethylnaphthalene
	7 - Acetyl - 2 - methyl - 5 - *iso*propylbicyclo-[2:2:2]oct-2-ene		7 - Acetyl - 2 - methyl - 5 - *iso*propylbicyclo[2, 2, 2]oct-2-ene
	4 - Acetyl - 3:7:7 - trimethylbicyclo-[4:1:0]hept-2-ene		4 - Acetyl - 3, 7, 7-trimethylbicyclo-[4, 1, 0]hept-2-ene
	4-*tert*Amylcyclohexanone		4-*tert*Pentylcyclohexanone
	n-Amyl ethyl ketone		Octan-3-one
	n-Amyl methyl ketone		Heptan-2-one
	*iso*Amyl methyl ketone		5-Methylhexan-2-one
	Androst-4-ene-3:17:19-trione		Androst-4-ene-3, 17, 19-trione
	p-Bromo-n-valerophenone		*p*-Bromovalerophenone
	n-Butyl ethyl ketone		Heptan-3-one
	n-Butyrophenone		Butyrophenone
	(+)Camphor		(+)-Camphor
	p-Chloro-*n*-butyrophenone		*p*-Chlorobutyrophenone
	Cyclohexane-1:3-dione		Cyclohexane-1, 3-dione
	Diacetyl		Biacetyl
	Di*iso*butyl ketone		2, 6-Dimethylheptan-4-one
	*sym*Dichloroacetone		1, 3-Dichloroacetone
	2:5-Dichloro-*p*-benzoquinone		2, 5-Dichloro-*p*-benzoquinone
	3:3 - 20:20 - Di(ethylenedioxy) - 17α - hydroxypregn - 5 - en - 11 - one		3, 3:20, 20 - Di(ethylenedioxy) 17α - hydroxypregn - 5 - en - 11 one
	Dihydroxyacetone		1, 3-Dihydroxyacetone
	2:6-Dihydroxyacetophenone		2, 6-Dihydroxyacetophenone
	2:2′ - Dihydroxy - 4:4′ - dimethoxybenzophenone		2, 2′-Dihydroxy-4, 4′-dimethoxybenzophenone
	2:2′ - Dihydroxy - 4 - methoxybenzophenone		2, 2′ - Dihydroxy - 4 - methoxybenzophenone
	5:11α - Dihydroxy - 6β - methyl - 5α-pregnane-3:20-dione		5, 11α - Dihydroxy - 6β - methyl - 5α-pregnane-3, 20-dione
	11β:17α - Dihydroxypregna - 1:4 - diene-3:20-dione		11β, 17α - Dihydroxypregna - 1, 4 - diene-3, 20-dione
	11β:21 - Dihydroxypregna - 4:17-(20)-dien-3-one		11β, 21 - Dihydroxypregna - 4, 17-(20)-dien-3-one
	3β:17α - Dihydroxy - 5β - pregnane-11:20-dione		3β, 17α - Dihydroxy - 5β - pregnane-11, 20-dione
	11β:17α - Dihydroxypregn 4 - ene-3:20-dione		11β, 17α - Dihydroxypregn - 4 - ene-3, 20-dione
	3β:17α - Dihydroxypregn - 5 - en - 20-one		3β, 17α - Dihydroxypregn - 5 - en - 20-one
	4:4-Dimethoxybutan-2-one		4, 4-Dimethoxybutan-2-one
	6:10 - Dimethylundeca - 5:9 - dien-2-one		6, 10 - Dimethylundeca - 5, 9 - dien-2-one
	5:8-Dioxo-1:2-7:8-dibenzopyrene		3, 6-Dioxo-1, 2:7, 8-dibenzopyrene
	*asym*Diphenylacetone		1, 1-Diphenylacetone
	17:17 - Ethylenedioxyandrosta - 1:4-dien-3-one		17, 17 - Ethylenedioxyandrosta 1, 4-dien-3-one
	13β - Ethyl - 3 - methoxygona - 2:5(10)-diene-17-one		13β - Ethyl - 3 - methoxygona - 2, 5(10)-diene-17-one
	6α - Fluoro - 17α:21 - dihydroxy - 16α - methylpregn - 4 - ene - 3:20-dione		6α - Fluoro - 17α, 21 - dihydroxy - 16α - methylpregn - 4 - ene - 3, 20-dione
	9α - Fluoro - 11β:17α - dihydroxy - 6α - methylpregna - 1:4 - diene - 3:20-dione		9α - Fluoro - 11β, 17α - dihydroxy - 6α - methylpregna - 1, 4 - diene - 3, 20-dione
	6α-Fluoro-21-hydroxy-16α:17α-*iso*propylidenedioxypregn-4-ene-3:20-dione		6α-Fluoro-21-hydroxy-16α, 17α-*iso*propylidenedioxypregn-4-ene-3, 20-dione
	n-Heptyl methyl ketone		Nonan-2-one
	2-*n*-Hexylcyclopent-2-enone		2-Hexylcyclopent-2-enone
	2-*n*-Hexylidenecyclopentanone		2-Hexylidenecyclopentanone
	p-Hydroxyacetophenone		4-Hydroxyacetophenone
	p-Hydroxybenzophenone		4-Hydroxybenzophenone
	2 - Hydroxy - 4 - *n* - octyloxybenzophenone		2 - Hydroxy - 4 - octyloxybenzophenone

(*Continued on next page*)

Tariff heading	Present Description	Tariff heading	Revised Description
	17α - Hydroxypregna - 1:4 - diene - 3:11:20-trione		17α - Hydroxypregna - 1, 4 - diene - 3, 11, 20-trione
	p-Hydroxypropiophenone		4-Hydroxypropiophenone
	17β - Hydroxy - 4:5 - seco - 19 - norandrostane-3:5-dione		17β - Hydroxy - 4, 5 - seco - 19-norandrostane-3, 5-dione
	4 - *p* - Methoxyphenyl - 3 - methyl - butan-2-one		4 - (4 - Methoxyphenyl) - 3 - methyl - butan-2-one
	p-Methyl-*n*-butyrophenone		*p*-Methylbutyrophenone
	Methyl *n*-nonyl ketone		Undecan-2-one
	Methyl *n*-propyl ketone		Pentan-2-one
	1:4-Naphthaquinone		1, 4-Naphthaquinone
	Oestr-5(10)-ene-3:17-dione		Oestr-5(10)-ene-3, 17-dione
	Resacetophenone		2, 4-Dihydroxyacetophenone
	2:4:2′:4′ - Tetrahydroxybenzophenone		2, 4, 2′, 4′ - Tetrahydroxybenzophenone
	Tetramethylcyclobutane-1:3-dione		Tetramethylcyclobutane-1, 3-dione
	2:5-Toluquinone, having a melting point of not less than 67·0° centigrade		2, 5-Toluquinone, having a melting point of not less than 67·0° centigrade
	1:1:1-Trifluoroacetylacetone		1, 1, 1-Trifluoroacetylacetone
	14α:17α:21 - Trihydroxypregn - 4-ene-3:20-dione		14α, 17α, 21 - Trihydroxypregn - 4 - ene-3, 20-dione
	n-Valerophenone		Valerophenone
29.14	Allylacetic acid	29.14	Pent-4-enoic acid
	Allyl β-cyclohexylpropionate		Allyl 3-cyclohexylpropionate
	Ammonium pentadecafluoro-*n*-octoate		Ammonium pentadecafluoro-octanoate
	Benzyldimethylcarbinyl *n*-butyrate		1, 1-Dimethyl-2-phenylethyl butyrate
	(—)Bornyl acetate		(—)-Bornyl acetate
	4β - Bromo - 17α:21 - dihydroxy - 5β - pregnane - 3:11:20 - trione 21-acetate		4β - Bromo - 17α, 21-dihydroxy - 5β - pregnane - 3, 11, 20-trione 21-acetate
	*p-tert*Butylbenzoic acid		4-*tert*Butylbenzoic acid
	2 - *sec*Butyl - 4:6 - dinitrophenyl β-methylcrotonate		2 - *sec*Butyl - 4, 6 - dinitrophenyl 3-methylcrotonate
	n-Butyric acid		Butyric acid
	o-Chlorocinnamic acid		2-Chlorocinnamic acid
	m-Chloroperbenzoic acid		3-Chloroperbenzoic acid
	n-Dec-2-enoic acid		Dec-2-enoic acid
	1:4-Di(chloroacetoxy)but-2-yne		1, 4-Di(chloroacetoxy)but-2-yne
	17α;21 - Dihydroxy - 16α - methylpregna - 1:4:9(11) - triene - 3:20-dione 21-acetate		17α, 21 - Dihydroxy - 16α - methylpregna - 1, 4, 9(11) - triene - 3, 20-dione 21-acetate
	17α:21 - Dihydroxypregn - 4 - ene-3:20-dione 21-acetate		17α, 21 - Dihydroxypregn - 4 - ene-3, 20-dione 21-acetate
	3β:17α - Dihydroxypregn - 5 - en - 20-one 3-acetate		3β, 17α - Dihydroxypregn - 5 - en - 20-one 3-acetate
	3β:11α - Dihydroxy - 5α - pregn - 16-en-20-one diacetate		3β, 11α - Dihydroxy - 5α - pregn - 16-en-20-one diacetate
	3α:20 - Dihydroxy - 5β - pregn - 17(20)-en-11-one diacetate		3α, 20 - Dihydroxy - 5β - pregn - 17(20)-en-11-one diacetate
	1:3-Dimethacryloyloxybutane		Butane-1, 3-diol dimethacrylate
	1:4-Dimethacryloyloxybutane		Butane-1, 4-diol dimethacrylate
29.14	1:2-Dimethacryloyloxyethane	29.14	Ethanediol dimethacrylate
	(±)—3:7 - Dimethylnona - 1:6 - dien-3-yl acetate		(±)—1, 5 - Dimethyl - 1 - vinylhept-4-enyl acetate
	(—)—3:7 - Dimethyloct - 6 - en - 1-yl acetate		(—)—3, 7 - Dimethyloct - 6 - enyl acetate
	cis-3:3 - (2:2 - Dimethyltrimethylenedioxy) - 6β - methyl - 5α - pregn - 17(20) - ene - 5:11β:21 - triol 21-acetate		*cis*-3, 3 - (2, 2 - Dimethyltrimethylenedioxy) - 6β - methyl - 5α - pregn - 17(20) - ene - 5, 11β, 21 - triol 21-acetate
	2:5-Dinitrobenzoic acid		2, 5-Dinitrobenzoic acid
	Ethyl β-apo-2-carotenate		Ethyl β-8′-apocarotenoate
	o-Fluorobenzoic acid		2-Fluorobenzoic acid
	p-Fluorobenzoic acid		4-Fluorobenzoic acid
	o-Fluorobenzoyl chloride		2-Fluorobenzoyl chloride
	p-Fluorobenzoyl chloride		4-Fluorobenzoyl chloride
	9α - Fluoro - 11β:17α - dihydroxy-pregn - 4 - ene - 3:20 - dione 17-acetate		9α - Fluoro - 11β, 17α - dihydroxy - pregn - 4 - ene - 3, 20 - dione 17 - acetate
	Geranyl 5:9:13-trimethyltetradeca-4:8:12-trienoate		Geranyl 5, 9, 13-trimethyltetradeca-4, 8, 12-trienoate
	Glycerol 1:3-dipropionate		Glycerol 1, 3-dipropionate
	Glycerol tri-*n*-butyrate		Glycerol tributyrate
	Heptafluoro-*n*-butyric acid		Heptafluorobutyric acid
	n-Hept-2-enoic acid		Hept-2-enoic acid
	n-Heptoic acid		Heptanoic acid
	n-Heptyl acrylate		Heptyl acrylate
	n-Hept-1-yne-1-carboxylic acid		Oct-2-ynoic acid
	17β - Hydroxyandrost-4-ene-3:19-dione benzoate		17β - Hydroxy - 3, 19 - di - oxo-androst-4-ene benzoate
	17α - Hydroxypregn - 4 - ene - 3:20-dione *n*-heptoate		17α - Hydroxypregn - 4 - ene - 3, 20-dione heptanoate
	17α - Hydroxypregn - 4 - ene - 3:20-dione *n*-hexoate		17α - Hydroxypregn - 4 - ene - 3, 20-dione hexanoate
	3-Methoxy-*n*-butyl acetate		3-Methoxybutyl acetate
	Methyl acetate of a purity not less than 98%		Methyl hexanoate, of a purity not greater than 98%
	2 - Methyl - 4 - phenylbut - 2 - yl acetate		1, 1 - Dimethyl - 3 - phenylpropyl acetate
	Methyl *p*-toluate		Methyl *p*-toluate (—COOH at 1)
	3-Methyl-*n*-valeric acid		3-Methylvaleric acid
	o-Nitrobenzoic acid		2-Nitrobenzoic acid
	m-Nitrobenzoic acid		3-Nitrobenzoic acid
	p-Nitrobenzoic acid		4-Nitrobenzoic acid
	o-Nitrocinnamic acid		2-Nitrocinnamic acid
	m-Nitrocinnamic acid		3-Nitrocinnamic acid
	p-Nitrocinnamic acid		4-Nitrocinnamic acid
	p-Nitrophenylacetic acid		4-Nitrophenylacetic acid
	n-Nonoic acid		Nonanoic acid
	n-Oct-1-yne-1-carboxylic acid		Non-2-ynoic acid
	Pentadecafluoro-octoic acid		Pentadecafluoro-octanoic acid
	α-Phenyl-*n*-butyric acid		2-Phenylbutyric acid
	n-Propyl acrylate		Propyl acrylate
	Sodium pentadecafluoro-*n*-octoate		Sodium pentadecafluoro-octanoate
	Tetragol di-(2-ethylhexoate)		Tetragol di-(2-ethylhexanoate)
	o-Toluic acid		*o*-Toluic acid (—COOH at 1)
	m-Toluic acid		*m*-Toluic acid (—COOH at 1)
	p-Toluic acid		*p*-Toluic acid (—COOH at 1)
	Tricyclo[5:2:1:$0^{2,6}$]dec - 3 - en - 9 - yl acetate		Tricyclo[5, 2, 1, $0^{2,6}$]dec - 4 - en - 8 - yl acetate
	Tricyclo[5 ;2: 1: $0^{2,6}$]dec - 3 - en - 9 - yl formate		Tricyclo[5, 2, 1, $0^{2,6}$]dec - 4 - en - 8 - yl formate
	3β:17*d*21 - Trihydroxypregn - 5 - en-20-one 21-acetate		3β, 17α, 21-Trihydroxypregn - 5 - en-20-one 21-acetate
	4:7:7 - Trimethylbicyclo[4:1:0]-hept-4-en-3-ylmethyl acetate		4, 7, 7 - Trimethylbicyclo[4, 1, 0]-hept-4-en-3-ylmethyl acetate
	(±)—3:7:11 - Trimethyldodeca - 1:6:10-trien-3-yl acetate		(±)—Nerolidyl acetate
	(±)—3:7:11 - Trimethyldodeca - 1:6:10-trien-3-yl *iso*butyrate		(±)—Nerolidyl *iso*butyrate
	(±)—3:7:11 - Trimethyldodeca - 1:6:10-trien-3-yl formate		(±)—Nerolidyl formate
	(±)—3:7:11 - Trimethyldodeca - 1:6:10-trien-3-yl propionate		(±)—Nerolidyl propionate
	2:2:4 - Trimethylpentane - 1:3 - diol 1-*iso*butyrate		2, 2, 4 - Trimethylpentane - 1, 3 - diol 1-*iso*butyrate
	2:2:4 - Trimethylpentane - 1:3 - diol di*iso*butyrate		2, 2, 4 - Trimethylpentane - 1, 3 - diol di*iso*butyrate
	2:4:6-Trinitrobenzoic acid which yields not more than 0·1% by weight of sulphated ash		2, 4, 6-Trinitrobenzoic acid which yields not more than 0·1% by weight of sulphated ash
	Vinyl *n*-butyrate		Vinyl butyrate
	Vinyl 2-ethylhexoate		Vinyl 2-ethylhexanoate
	Zinc *n*-heptoate		Zinc heptanoate
29.15	*n*-Butyl hydrogen itaconate	29.15	Butyl hydrogen itaconate
	Cyclohexane-1:2-diacetic acid		Cyclohexane-1, 2-diacetic acid
	Cyclohexane-1:2-dicarboxylic anhydride		Cyclohexane-1, 2-dicarboxylic anhydride
	Cyclohex-4-ene-1:2-dicarboxylic anhydride		Cyclohex-4-ene-1, 2-dicarboxylic anhydride
	Decane-1:10-dicarboxylic acid		Dodecane-1, 12-dioic acid
	Di-*n*-butyl itaconate		Dibutyl itaconate
	Dioctyl 1*H*:2*H*-hexachloro-3:6-*endo*methylenecyclohex - 4 - ene - 1:2-dicarboxylate, mixed isomers		Dioctyl 2*H*, 3*H*-hexachlorobicyclo-[2, 2, 1]hept-5-ene-2, 3-dicarboxylate, mixed isomers
	Di-*n*-octyl phthalate		Dioctyl phthalate
	1*H*:2*H* - Hexachloro - 3:6 - *endo*-methylenecyclohex - 4 - ene - 1:2-dicarboxylic acid		2*H*, 3*H* - Hexachlorobicyclo [2, 2, 1]-hept - 5 - ene - 2, 3 - dicarboxylic acid
	1*H*:2*H* - Hexachloro - 3:6 - *endo*-methylenecyclohex - 4 - ene - 1:2-dicarboxylic anhydride		2*H*, 3*H* - Hexachlorobicyclo[2, 2, 1]-hept - 5 - ene - 2, 3 - dicarboxylic anhydride
	1:8:9:10:11:11-Hexachlorotricyclo-[6;2:1;$0^{2,7}$]undec - 9 - ene - 4:5 - dicarboxylic anhydride		1, 8, 9, 10, 11, 11-Hexachlorotricyclo-[6, 2, 1, $0^{2,7}$]undec - 9 - ene - 4, 5 - dicarboxylic anhydride
	3:6 - *endo*Methylenecyclohex - 4 - ene-1:2-dicarboxylic acid		Bicyclo[2, 2, 1]hept - 5 - ene - 2, 3 - dicarboxylic acid
	3:6 - *endo*Methylenecyclohex - 4 - ene-1:2-dicarboxylic anhydride		Bicyclo[2, 2, 1]hept - 5 - ene - 2, 3 - dicarboxylic anhydride
	Methyl - 3:6 - *endo*methylenecyclohex - 4 - ene - 1:2 - dicarboxylic anhydride		Methylbicyclo[2, 2, 1]hept - 5 - ene - 2, 3-dicarboxylic anhydride
	*iso*Phthalic acid		Isophthalic acid
	Trimellitic anhydride		Benzene-1, 2, 4-tricarboxylic anhydride
29.16	Acetonedicarboxylic acid	29.16	Acetone-1, 3-dicarboxylic acid
	n-Butyl ββ-di*tert*butylperoxyvalerate		Butyl 4, 4-di*tert*butylperoxyvalerate
	n-Butyl glycollate		Butyl glycollate
	4 - *n* - Butyryl - 2:3 - dichlorophenoxyacetic acid		4 - Butyryl - 2, 3 - dichlorophenoxyacetic acid
	m-Coumaric acid		3-Hydroxycinnamic acid
	2:5 - Dichloro-6 - methoxybenzoic acid		2, 5 - Dichloro - 6 - methoxybenzoic acid
	Diglycollic acid		Oxydiacetic acid
	2:5-Dihydroxybenzoic acid		2, 5-Dihydroxybenzoic acid
	3:4-Dihydroxybenzoic acid		3, 4-Dihydroxybenzoic acid
	3:5-Dihydroxybenzoic acid		3, 5-Dihydroxybenzoic acid
	αα - Di(hydroxymethyl)propionic acid		2, 2 - Di(hydroxymethyl)propionic acid
	3:4-Dihydroxyphenylacetic acid		3, 4-Dihydroxyphenylacetic acid
	2:3-Dimethoxybenzoic acid		2, 3-Dimethoxybenzoic acid
	3:5-Dimethoxybenzoic acid		3, 5-Dimethoxybenzoic acid
	3:4-Dimethoxyphenylacetic acid		3, 4-Dimethoxyphenylacetic acid
	3:4 - Epoxy - 6 - methylcyclohexylmethyl 3:4 - epoxy - 6 - methylcyclohexanecarboxylate		3, 4 - Epoxy - 6 - methylcyclohexylmethyl 3, 4 - epoxy - 6 - methylcyclohexanecarboxylate
	Ethyl α-hydroxy*iso*butyrate		Ethyl 2-hydroxy*iso*butyrate
	Ethyl α-hydroxy-α-methyl-*n*-butyrate		Ethyl 2-hydroxy-2-methylbutyrate
	Ethyl sodio-acetoacetate		Ethyl sodioacetoacetate
	o - (*p* - Hydroxybenzoyl)benzoic acid		2 - (4 - Hydroxybenzoyl)benzoic acid
	4 - Hydroxy - 3:5 - dimethoxycinnamic acid		4 - Hydroxy - 3, 5 - dimethoxycinnamic acid
	2 - Hydroxy - *m* - toluic acid (—COOH = 1)		2-Hydroxy-*m*-toluic acid
	(+)Lactic acid		(+)—Lactic acid
	2-Oxo-2:3-4:6-di*iso*propylidenegulonic acid		2-Oxo-2, 3:4, 6-di*iso*propylidenegulonic acid
	α-Oxoglutaric acid		2-Oxoglutaric acid
	Pentaerythritol tetra-3-(3:5-di*tert*-butyl - 4 - hydroxyphenyl)propionate		Pentaerythritol tetra-3-(3, 5-di*tert*-butyl - 4 - hydroxyphenyl)propionate
	*iso*Propyl 4:4′-dichlorobenzilate		*iso*Propyl 4, 4′-dichlorobenzilate
	Sodium 2:5-dihydroxybenzoate		Sodium 2, 5-dihydroxybenzoate
	*di*Sodium glycyrrhetinate succinate		Carbenoxolone, disodium salt
	(—)Tartaric acid		(—)—Tartaric acid
	2:4:5 - Trichlorophenoxyacetic acid		2, 4, 5 - Trichlorophenoxyacetic acid
29.17	*n*-Dodecyl sodium sulphate	29.17	Dodecyl sodium sulphate
29.19	Chloro - 1 - (2:4 - dichlorophenyl)-vinyl diethyl phosphate	29.19	Chloro - 1 - (2, 4 - dichlorophenyl)-vinyl diethyl phosphate
	1:2 - Dibromo - 2:2 - dichloroethyl dimethyl phosphate		1, 2 - Dibromo - 2, 2 - dichloroethyl dimethyl phosphate
	Di-*n*-butyl 2:2-dichlorovinyl phosphate		Dibutyl 2, 2-dichlorovinyl phosphate
	Di-*n*-butyl phenyl phosphate		Dibutyl phenyl phosphate
	2:2-Dichlorovinyl dimethyl phosphate		2, 2-Dichlorovinyl dimethyl phosphate
	Di-(2-ethylhexyl) sodium orthophosphate		Di-(2-ethylhexyl) sodium phosphate
	Tri-(2-*n*-butoxyethyl) phosphate		Tri-(2-butoxyethyl) phosphate
	Tri-(2:3-dibromopropyl) phosphate		Tri-(2, 3-dibromopropyl) phosphate

Tariff heading	Present Description	Tariff heading	Revised Description
29.20	6-*sec*Butyl-2:4-dinitrophenyl *iso*-propyl carbonate	29.20	2-*sec*Butyl-4, 6-dinitrophenyl *iso*-propyl carbonate
29.21	*O* - 4 - Bromo - 2:5 - dichlorophenyl *OO*-dimethyl phosphorothioate	29.21	*O* - 4 - Bromo - 2, 5 - dichlorophenyl *OO*-dimethyl phosphorothioate
	O-2:4-Dichlorophenyl *OO*-diethyl phosphorothioate		*O*-2, 4-Dichlorophenyl *OO*-diethyl phosphorothioate
	OO-Diethyl *O*-*p*-nitrophenyl phosphorothioate		*OO*-Diethyl *O*-4-nitrophenyl phosphorothioate
	Diethyl phosphorochloridothionate		*OO*-Diethyl phosphorochloridothioate
	1:3 - Di(4 - methyl - 1:3:2 - dioxaborinan-2-yloxy)butane		1, 3 - Di - (4 - methyl - 1, 3, 2 - dioxaborinan-2-yloxy)butane
	OO-Dimethyl *O*-*p*-nitrophenyl phosphorothioate		*OO*-Dimethyl *O*-4-nitrophenyl phosphorothioate
	OO-Dimethyl *O*-2:4:5-trichlorophenyl phosphorothioate		*OO*-Dimethyl *O*-2, 4, 5-trichlorophenyl phosphorothioate
	6:7:8:9;10:10 - Hexachloro - 1:5:5a:6:9:9a - hexahydro - 6:9 - *endo*methylenebenzo - 2:4:3 - dioxathiepin 3-oxide		1, 9, 10, 11, 12, 12-Hexachloro-4, 6-dioxa - 5 - thiatricyclo[7, 2, 1, $0^{2,8}$]-dodec-10-ene 5-oxide
	Di - (4:4:6 - trimethyl - 1:3:2 - dioxaborinan-2-yl)oxide		Di - (4, 4, 6 - trimethyl - 1, 3, 2 - dioxaborinan-2-yl)oxide
29-22	*p*-Amino-*NN*-diethylaniline	29.22	*NN*-Diethyl-*p*-phenylenediamine
	p-Amino-*NN*-dimethylaniline		*NN*-Dimethyl-*p*-phenylenediamine
	2-Amino-4:4′-dinitrodiphenyl		2-Amino-4, 4′-dinitrobiphenyl
	2-Aminodiphenyl		2-Aminobiphenyl
	4-Aminodiphenyl		4-Aminobiphenyl
	n-Amylamine		Pentylamine
	*iso*Amylamine		*iso*Pentylamine
	o-Bromoaniline		2-Bromoaniline
	m-Bromoaniline		3-Bromoaniline
	n-Butylamine		Butylamine
	2 - Chloro - *NN* - diethyl - 4 - nitroaniline hydrochloride zinc chloride		2 - Chloro - *NN* - diethyl - 4 - nitroanilinium chloride zinc chloride
	Cyclopentamine *o*-(*p*-hydroxybenzoyl)-benzoate		Cyclopentamine 2-(4-hydroxybenzoyl)benzoate
	n-Decyldimethylamine		*N*-Decyldimethylamine
	Diaminoethane		1, 2-Diaminoethane
	Diaminoethane hydrate		1, 2-Diaminoethane hydrate
	1:7-Diaminoheptane		1, 7-Diaminoheptane
	1:6 - Diaminohexane *mono*adipate		1, 6-Diaminohexane *mono*adipate
	1:2-Diaminopropane		1, 2-Diaminopropane
	1:3-Diaminopropane		1, 3-Diaminopropane
	6:8 - Dianilinonaphthalene - 1 - sulphonic acid		6, 8 - Dianilinonaphthalene - 1 - sulphonic acid
	2:6-Dibromoaniline		2, 6-Dibromoaniline
	Di-*n*-butylamine		Dibutylamine
	2:4-Dichloroaniline		2, 4-Dichloroaniline
	3:4-Dichloroaniline		3, 4-Dichloroaniline
	2:4-Dichlorobenzylamine		2, 4-Dichlorobenzylamine
	3:4-Dichlorobenzylamine		3, 4-Dichlorobenzylamine
	1:3-Di(dimethylamino)butane		1, 3-Di(dimethylamino)butane
	1:4-Di(dimethylamino)butane		1, 4-Di(dimethylamino)butane
	NN′ - Di - (1:4 - dimethylpentyl) - *p*-phenylenediamine		*NN′* - Di - (1, 4 - dimethylpentyl) - *p*-phenylenediamine
	N-1:3-Dimethylbutyl-*N′*-phenyl-*p*-phenylenediamine		*N*-1, 3-Dimethylbutyl-*N′*-phenyl-*p*-phenylenediamine
	NN′-Di-(5-methylhept-3-yl)-*p*-phenylenediamine		*NN′*-Di-(1-ethyl-3-methylpentyl)-*p*-phenylenediamine
	NN-Dimethyl-*n*-octylamine		*NN*-Dimethyloctylamine
	6:10 - Dimethyl - 2:6:10:14 - tetra - azapentadecane		6, 10-Dimethyl-2, 6, 10, 14-tetra-azapentadecane
	Di-*n*-octylamine		Dioctylamine
	NN′ - Dioct - 2 - yl - *p* - phenylene - diamine		*NN′* - Di - (1 - methylheptyl) - *p* - phenylenediamine
	Di-*n*-propylamine		Dipropylamine
	N-*n*-Dodecyldimethylamine		*N*-Dodecyldimethylamine
	N-Ethylaniline		2-Ethylaniline
	o-Fluoroaniline		2-Fluoroaniline
	m-Fluoroaniline		3-Fluoroaniline
	p-Fluoroaniline		4-Fluoroaniline
	n-Heptylamine		Heptylamine
	7-(3-Methylaminopropyl)-1:2-5:6-dibenzocycloheptatriene hydrochloride		Protriptyline hydrochloride
	m-Methylbenzylamine		3-Methylbenzylamine
	1-Naphthylamine-7-sulphonic acid		8 - Aminonaphthalene - 2 - sulphonic acid
	1-Naphthylamine-8-sulphonic acid		8 - Aminonaphthalene - 1 - sulphonic acid
	1:8-Naphthylenediamine		1, 8-Diaminonaphthalene
	p-Nitroaniline		4-Nitroaniline
	n-Octylamine		Octylamine
	Oct-2-ylamine		1-Methylheptylamine
	N-Oct-2-yl-*N′*-phenyl-*p*-phenylenediamine		*N* - 1 - Methylheptyl - *N′* - phenyl - *p* - phenylenediamine
	n-Propylamine		Propylamine
	(—)Propylhexedrine hydrochloride		(—)-Propylhexedrine hydrochloride
	3:4:3′:4′ - Tetra - aminodiphenyl tetrahydrochloride		3, 4, 3′, 4′-Tetra-aminobiphenyl tetrahydrochloride
	5:6:7:8 - Tetrahydro - 1 - naphthylamine		5, 6, 7, 8-Tetrahydro-1-naphthylamine
	1:2:3:4 - Tetrahydro - 2 - naphthylamine		1, 2, 3, 4-Tetrahydro-2-naphthylamine
	5:6:7:8 - Tetrahydro - 2 - naphthylamine		5, 6, 7, 8-Tetrahydro-2-naphthylamine
	Tolylene-2:4-diamine		2, 4-Diaminotoluene
	Tri-*n*-amylamine		Tripentylamine
	Tri*iso*amylamine		Tri*iso*pentylamine
	Tri-*n*-butylamine		Tributylamine
	2:4:5-Trichloroaniline		2, 4, 5-Trichloroaniline
	Tri-*n*-decylamine		Tridecylamine
	o-Trifluoromethylaniline		2-Trifluoromethylaniline
	m-Trifluoromethylaniline		3-Trifluoromethylaniline
	p-Trifluoromethylaniline		4-Trifluoromethylaniline
	Tri-*n*-hexylamine		Trihexylamine
	Tri-*n*-octylamine		Trioctylamine
	Tri-*n*-propylamine		Tripropylamine
	2:3-Xylidine		2, 3-Xylidine
	2:5-Xylidine		2, 5-Xylidine
	3:4-Xylidine		3, 4-Xylidine
29.23	D-α-Alanine	29.23	D-Alanine
	DL-α-Alanine		DL-Alanine
	L-α-Alanine		L-Alanine
	β-Alanine		3-Aminopropionic acid
	p-Aminoacetophenone		4-Aminoacetophenone
	6 - *p* - Aminoanilino - 1 - naphthol - 3 - sulphonic acid		7 - (4 - Aminoanilino) - 4 - hydroxynaphthalene-2-sulphonic acid
	m-Aminobenzoic acid		3-Aminobenzoic acid
	p-Aminobenzoic acid		4-Aminobenzoic acid
	γ-Aminobutyric acid		4-Aminobutyric acid
	L - 2 - Amino - 3 - (3:4 - dihydroxyphenyl)-2-methylpropionic acid		*L* - 2 - Amino - 3 - (3, 4 - dihydroxyphenyl)-2-methylpropionic acid
	DL - 2 - Amino - 3 - (3:4 - dihydroxyphenyl)-2-methylpropionic acid		*DL* - 2 - Amino - 3 - (3, 4 - dihydroxyphenyl)-2-methylpropionic acid
	2 - Amino - 1 - (3:4 - dihydroxyphenyl)propan-1-ol hydrochloride		2 - Amino - 1 - (3, 4 - dihydroxyphenyl)propan - 1 - ol hydrochloride
	2-Amino-2-ethylpropanediol		2-Amino-2-ethylpropane-1, 3-diol
	ε-Aminohexoic acid		6-Aminohexanoic acid
	2 - Amino - 2 - hydroxymethyl - propanediol		Trometamol
	2-Amino-2-methylpropanediol		2-Amino-2-methylpropane-1, 3-diol
	2-Amino-2-methylpropanol		2-Amino-2-methylpropan-1-ol
	(—) - 2 - Amino - 1 - *p* - nitrophenyl-propane-1:3-diol		(—)-2 - Amino - 1 - (4 - nitrophenyl)-propane-1, 3-diol
	m-Aminophenol		3-Aminophenol
	p-Aminophenylacetic acid		4-Aminophenylacetic acid
	L-2-Aminopropan-1-ol		(+)-2-Aminopropan-1-ol
	4-Aminosalicylic acid		4-Aminosalicylic acid (-COOH at 1)
	5-Aminosalicylic acid		5-Aminosalicylic acid (-COOH at 1)
	5-*tert*Amyl-2-phenoxyaniline		5-*tert*Pentyl-2-phenoxyaniline
	6 - Anilino - 1 - naphthol - 3 - sulphonic acid		7-Anilino-4-hydroxynaphthalene-2-sulphonic acid
	Calcium β-aminopropionate		Calcium 3-aminopropionate
	Calcium 4-aminosalicylate		Calcium 4-aminosalicylate (-COOH at 1)
	6-*p* - Carboxymethoxyanilino - 1 - naphthol-3-sulphonic acid		7 - (4 - Carboxymethoxyanilino)-4 - hydroxynaphthalene-2-sulphonic acid
	5-Chloro-*o*-anisidine (-NH_2 = 1)		5-Chloro-*o*-anisidine (-NH_2 at 1)
	4-Chloro-2:5-dimethoxyaniline		4-Chloro-2, 5-dimethoxyaniline
	2:4-Diaminoanisole		2, 4-Diaminoanisole
	2:4-Diaminoanisole *mono*sulphate		2, 4-Diaminoanisole *mono*sulphate
	1:2-Diaminocyclohexane-*NNN′N′*-tetra-acetic acid		1, 2-Diaminocyclohexane-*NNN′N′*-tetra-acetic acid
	1:3-Diaminopropan-2-ol		1, 3-Diaminopropan-2-ol
	1:3-Diaminopropan -2 -ol - *NNN′N′*-tetra-acetic acid		1, 3 - Diaminopropan - 2 - ol - *NNN′N′*-tetra-acetic acid
	1:15 - Diaza - 5:8:11 - trioxapentadecane		1, 15 - Diaza - 5, 8, 11 - trioxapentadecane
	2:6 - Di*tert*butyl - 4 - dimethylaminomethylphenol		2, 6 - Di*tert*butyl - 4 - dimethyl - aminomethylphenol
	3:3′ - Di(carboxymethoxy)benzidine, dipotassium salt		3, 3′ - Di(carboxymethoxy)benzidine, dipotassium salt
	6:6′-Dichloro-*o*-dianisidine		6, 6′-Dichloro-*o*-dianisidine
	1:2 - Di(di - 2 - hydroxyprop - 1 - ylamino)ethane		1, 2 - Di(di - 2 - hydroxypropylamino)ethane
	2:2-Diethoxyethylamine		2, 2-Diethoxyethylamine
	2 - Diethylaminoethyl 4 - amino - 2 - *n* - propoxybenzoate *mono*hydrochloride		2 - Diethylaminoethyl 4 - amino - 2 - propoxybenzoate *mono*hydrochloride
	5:5′ - Dihydroxy - 2:2′ - dinaphthylamine-7:7′-disulphonic acid		5, 5′-Dihydroxy-2, 2′-dinaphthylamine-7, 7′-disulphonic acid
	β-3:4-Dihydroxyphenyl-α-alanine		3 - (3, 4 - Dihydroxyphenyl)-*DL*-alanine
	2-(3:4-Dihydroxyphenyl)ethylammonium chloride		2-(3, 4-Dihydroxyphenyl)ethylammonium chloride
	2:5-Dimethoxyaniline		2, 5-Dimethoxyaniline
	N-2:2-Dimethoxyethylmethylamine		*N*-2,2-Dimethoxyethylmethylamine
	β-3:4-Dimethoxyphenylethylamine		2 - (3, 4 - Dimethoxyphenyl)ethylamine
	3 - (3 - Dimethylaminopropyl) - 1:2 - 4:5 - dibenzocyclohepta - 1:4-dien-3-ol		3 - (3 - Dimethylaminopropyl) - 1, 2:4, 5 - dibenzocycloheptadien-3-ol
	Di*iso*propanolamine		Di-(2-hydroxypropyl)amine
	1:4 - Di - (2:4:6 - trimethylanilino)-anthraquinone		1,4 - Di - (2, 4, 6 - trimethylanilino anthraquinone
	Ethylenediamine - *NN′* - di - (α - *o* - hydroxyphenylacetic acid)		Ethylenediamine - *NN′* - di - [α - (2 - hydroxyphenyl)acetic acid]
	Ethylenediamine - *NN′* - di - (α - *o* - hydroxyphenylacetic acid), iron complex		Ethylenediamine - *NN′* - di - [α - (2-hydroxylphenyl)acetic acid] iron complex
	1 - *p* - Hydroxyphenyl - 2 - methylaminoethanol hydrogen tartrate		1 - (4 - Hydroxyphenyl) - 2 - methylaminoethanol hydrogen tartrate
	1 - *p* - Hydroxyphenyl - 2 - methylaminoethanol tartrate		1 - (4 - Hydroxyphenyl) - 2 - methylaminoethanol tartrate
	Isoetharine methanesulphonate		Isoetharine mesylate
	Levopropoxyphene naphthalene-2-sulphonate		Levopropoxyphene napsylate
	Metaraminol hydrogen (+)tartrate		Metaraminol hydrogen (+)-tartrate
	3-(3-Methylaminoprop-1-ynyl)-1:2-4:5 - dibenzocycloheptadien-3-ol		3 - (3 - Methylaminoprop - 1 - ynyl) - 1, 2 : 4, 5 - dibenzocycloheptadien-3-ol
	6-Methoxy-*m*-toluidine (-NH_2 = 1)		6-Methoxy-*m*-toluidine (-NH_2 at 1)
	L-β-Phenyl-α-alanine		L-3-Phenylalanine
	DL-β-Phenyl-α-alanine		DL-3-Phenylalanine
	Potassium 4-aminosalicylate		Potassium 4-aminosalicylate (-COOH at 1)
	Potassium α-methylaminopropionate		Potassium 2-methylaminopropionate
	Sodium 4-aminosalicylate		Sodium 4-aminosalicylate (—COOH at 1)
	Tri*iso*propanolamine		Tri(2-hydroxypropyl)amine
29.24	Benzyldimethyl - 2 - [2 - (methyl - 4 - *tt* - octylphenoxy)ethoxy]-ethylammonium chloride	29.24	Methylbenzethonium chloride
29.25	Acetdimethylamide	29.25	*NN*-Dimethylacetamide
	6 - *p* - Aminobenzamido - 1 - naphthol-3-sulphonic acid		7 - (4 - Aminobenzamido) - 4 - hydroxynaphthalene-2-sulphonic acid
	4 - Amino - 5 - chloro - 2 - methoxybenz - (2 - diethylaminoethyl amide dihydrochloride		Metoclopramide dihydrochloride

(*Continued on next page*)

Tariff heading	Present Description	Tariff heading	Revised Description
	p-Aminohippuric acid		4-Aminohippuric acid
	Carbamoyl - β - methylcholine chloride		*O* - Carbamoyl - β - methylcholine chloride
	4-Chlorobut-2-ynyl *m*-chlorophenylcarbamate		4-Chlorobut-2-ynyl 3-chlorophenylcarbamate
	N - 5 - Chloro - 2 - (4 - chloro - 2 - sulphophenoxy)phenyl - *N'* - 3:4 - dichlorophenylurea		*N* - 5 - Chloro - 2 - (4 - chloro - 2 - sulphophenoxy) - phenyl - *N'* - 3, 4 - dichlorophenylurea
	11a - Chloro - 5 - hydroxytetracycline 6:12-hemiacetal		11a - Chloro - 5 - hydroxytetracycline 6, 12-hemiacetal
	5 - Chlorosalicyl - 3':4' - dichloroanilide		5, 3', 4'-Trichlorosalicylanilide
	3:3' - Dichloro - 5 - trifluoromethyl*sym*diphenylurea		3, 3' - Dichloro - 5 - trifluoromethyl - *NN'*-diphenylurea
	2 - (2:5 - Dihydroxybenzamido)-ethanol		2 - (2, 5 - Dihydroxybenzamido)-ethanol
	NN - Dimethyl - *N'* - *m* - trifluoromethylphenylurea		*NN* - Dimethyl - *N'* - 3 - trifluoromethylphenylurea
	*sym*Dimethylurea containing not more than 0·005% by weight of iron calculated as Fe		*NN'*-Dimethylurea containing not more than 0·005% by weight of iron calculated as Fe
	Di - (*p* - phenoxycarbonylaminophenyl)methane		Di - (4 - phenoxycarbonylaminophenyl)methane
	N-(2-*n*-Dodecmethylamidoethyl)-*NN* - dimethylphenylcarbamoylmethylammonium		Dimethyl-(2-*N*-methyl-lauramidoethyl) - phenylcarbamoylmethylammonium chloride
	Ethyl *N*-3-(1:2-5:6-dibenzocycloheptatrien - 7 - yl) - propylmethylcarbamate		Ethyl *N*-3-(1, 2:5, 6-dibenzocycloheptatrien - 7 - yl) - propylmethylcarbamate
	1 - Hydroxymethyl - 5:5 - dimethylhydantoin, solid		1 - Hydroxymethyl - 5, 5 - dimethylhydantoin, solid
	Methacryl-3:4-dichloroanilide		3', 4'-Dichloromethacrylanilide
	3-Methylpentyn-3-yl carbamate		1-Ethyl-1-methylprop-2-ynyl carbamate
	α - Methyl - *n* - valer - 3 - chloro - *p*-toluidide		*N* - (3 - Chloro - *p* - tolyl) - 2 - methylvaleramide
	n-Nonovanillylamide		*N*-Vanillylnonanamide
	3:4:4'-Trichloro*sym*diphenylurea		2-*iso*Propoxyphenyl methylcarbamate
	*o-iso*Propoxyphenyl methylcarbamate		3, 4, 4'-Trichloro-*NN'*-diphenylurea
29.26	α - (*p* - Aminophenyl) - α - ethylglutarimide	29.26	α - (4 - Aminophenyl) - α - ethylglutarimide
	2:6 - Dichloro - *p* - benzoquinone - 4-chlorimine		3, 5 - Dichloro - *p* - benzoquinonechlorimine
	1:2 - Di - (1:3 - dimethylbutylideneamino)ethane		1, 2-Di-(1, 3-dimethylbutylideneamino)ethane
	Di - [2 - (1:3 - dimethylbutylideneamino)ethyl]-amine		Di - [2 - (1, 3 - dimethylbutylideneamino)ethyl]amine
	1-(Di-[2-(1:3-dimethylbutylideneamino) - ethyl]amino) - 3 - phenoxypropan-2-ol		1-(Di-[2-(1, 3-dimethylbutylideneamino)ethyl]amino) - 3-phenoxypropan-2-ol
	Di - (2:6 - di*iso*propylphenyl)carbodi-imine		Di - (2, 6 - di*iso*propylphenyl)carbodi-imine
	n-Dodecylguanidine acetate		Dodecylguanidinium acetate
	N - 2 - Ethylhexyl - 3:6 - *endo*-methylenecyclohex - 4 - ene - 1:2 - dicarboxyimide		*N* - (2 - Ethylhexyl)bicyclo[2, 2, 1]-hept-5-ene-2, 3-dicarboxyimide
	Guanidine carbonate		Guanidinium carbonate
	Guanidine nitrate		Guanidinium nitrate
	∝-Guanidinobutyric acid		4-Guanidinobutyric acid
	Hexahydro - 1:3:5 - tri - (2 - hydroxyethyl)*sym*triazine		Hexahydro - 1, 3, 5 - tri - (2 - hydroxyethyl)-1, 3, 5-triazine
	*sym*Tetramethylguanidine		*NNN'N'*-Tetramethylguanidine
29.27	*n*-Amyl cyanide	29.27	Hexanonitrile
	Barium 2-cyanoethyl orthophosphate		Barium 2-cyanoethyl phosphate
	2-Bromoethyl cyanide		3-Bromopropionitrile
	*tert*Butyl cyanide		2, 2-Dimethylpropionitrile
	m-Chlorobenzyl cyanide		2-(3-Chlorophenyl)acetonitrile
	p-Chlorobenzyl cyanide		2-(4-Chlorophenyl) acetonitrile
	Chloromethyl cyanide		Chloroacetonitrile
	2-Cyanoethanol		3-Hydroxypropionitrile
	Cyclopropyl cyanide		Cyanocyclopropane
	2:6-Dichlorobenzonitrile		2, 6-Dichlorobenzonitrile
	2:3 - Dichloro - 5:6 - dicyanobenzoquinone		2, 3 - Dichloro - 5, 6 - dicyanobenzoquinone
	3-Diethylaminopropyl cyanide		4-Diethylaminobutyronitrile
	3 - Dimethylamino - 1:1 - diphenylbutyl cyanide		4 - Dimethylamino - 2, 2 - diphenylvaleronitrile
	2-Dimethylaminoethyl cyanide		3-Dimethylaminopropionitrile
	Diphenylmethyl cyanide		Diphenylacetonitrile
	3-Di-*n*-propylaminopropyl cyanide		4-Dipropylaminobutyronitrile
	3-Di*iso*propylaminopropyl cyanide		4-Di*iso*propylaminobutyronitrile
	Ethyl cyanide		Propionitrile
	Ethyl α-cyanodiphenylacrylate		Ethyl 2-cyano-3, 3-diphenylacrylate
	2-Ethylhexyl α-cyanodiphenylacrylate		2-Ethylhexyl 2-cyano-3, 3-diphenylacrylate
	p-Fluorobenzonitrile		4-Fluorobenzonitrile
	Formdi-(2-cyanoethyl)amide		*NN*-Di-2-cyanoethylformamide
	o-Methylbenzyl cyanide		*o*-Tolylacetonitrile
	p-Methylbenzyl cyanide		*p*-Tolylacetonitrile
	1-Phenylethyl cyanide		2-Phenylpropionitrile
	n-Propyl cyanide		Butyronitrile
29.28	3:4 - Dimethyl - 6 - D - ribityl-aminoazobenzene	29.28	3, 4 - Dimethyl - 6 - D - ribityl-aminoazobenzene
	Sodium 2-diazo-1-naphthol-5-sulphonate		Sodium 6-diazo-5-hydroxynaphthalene-1-sulphonate
	2:5:4' - Triethoxy - *p* - diphenyldiazonium zinc chloride		2, 5, 4' - Triethoxy - 4 - biphenyldiazonium zinc chloride
29.29	*N* - (*p* - Bromophenyl) - *N'* - methoxy-*N'*-methylurea	29.29	*N* - (4 - Bromophenyl) - *N'* - methoxy-*N'*-methylurea
	2 - Carboxy - 2' - hydroxy - 5' - sulphoformazylbenzene		1 - (2 - Carboxyphenyl) - 5 - (2 - hydroxy - 5 - sulphophenyl) - 3 - phenylformazan
	Desferrioxamine methanesulphonate		Desferrioxamine mesylate
	N' - 3:4 - Dichlorophenyl - *N* - methoxy-*N*-methylurea		*N* - 3, 4 - Dichlorophenyl - *N'* - methoxy-*N'*-methylurea
	N - (Diethoxyphosphinyloxy)naphthalimide		Diethyl naphthalimide phosphate
	Di - (17β - hydroxy - 2α:17α - dimethyl - 5α - androstan - 3 - ylidene)hydrazine		Di - (17β - hydroxy - 2α, 17α - dimethyl - 5α - androstan - 3 - ylidene)hydrazine
	*asym*Dimethylhydrazine		*NN*-Dimethylhydrazine
	Formaldoxime hydrochloride		Formaldehyde oxime hydrochloride
	N - Methyl - *N'* - *p* - *iso*propylcarbamoylbenzylhydrazine hydrochloride		Procarbazine hydrochloride
29.30	*o*-Chloro*iso*cyanatobenzene	29.30	1-Chloro-2-*iso*cyanatobenzene
	m-Chloro*iso*cyanatobenzene		1-Chloro-3-*iso*cyanatobenzene
	*p-iso*Cyanatofluorobenzene		1-*iso*Cyanato-4-fluorobenzene
	2:5-Dichloro*iso*cyanatobenzene		1, 4-Dichloro-2-*iso*cyanatobenzene
	4:4' - Di*iso*cyanato - 3:3' - dimethoxydiphenyl		4, 4' - Di*iso*cyanato - 3, 3' - dimethoxybiphenyl
	4:4' - Di*iso*cyanato - 3:3' - dimethyldiphenyl		4, 4' - Di*iso*cyanato - 3, 3' - dimethylbiphenyl
	4:4' - Di*iso*cyanatodiphenylmethane, of a purity not less than 85%		4, 4' - Di*iso*cyanatodiphenylmethane of a purity not less than 85%
	1:6-Di*iso*cyanatohexane		1, 6-Di*iso*cyanatohexane
	1:5-Di*iso*cyanatonaphthalene		1, 5-Di*iso*cyanatonaphthalene
	2:4-Di*iso*cyanatotoluene		2, 4-Di*iso*cyanatotoluene
	4:4':4'' - Tri*iso*cyanatotriphenylmethane		4, 4', 4'' - Tri*iso*cyanatotriphenylmethane
29.31	*o*-Aminothiophenol	29.31	2-Aminobenzenethiol
	Butane-1:4-dithiol		Butane-1, 4-dithiol
	*p-tert*Butyl(thiophenol)		4-*tert*Butylbenzenethiol
	Calcium α-hydroxy - γ - (methylthio)butyrate		Calcium 2 - hydroxy - 4 - (methylthio)butyrate
	p-Chlorophenylthiomethyl *OO*-diethyl phosphorodithioate		4-Chlorophenylthiomethyl *OO*-diethyl phosphorodithioate
	Di-(5-*tert*butyl-4-hydroxy-*o*-tolyl)-sulphide		Di-(3-*tert*butyl-4-hydroxy-ℓ - methylphenyl) sulphide
	Di-(*o*-carboxyphenyl) disulphide		Di-(2-carboxyphenyl) disulphide
	S - 2:3 - Dichloroallyl di*iso*propylthiocarbamate		*S* - 2, 3 - Dichloroallyl di*iso*propylthiocarbamate
	2:5-Dichlorophenylthiomethyl *OO*-diethyl phosphorodithioate		2, 5-Dichlorophenylthiomethyl *OO*-diethyl phosphorodithioate
	2:6-Dichlorothiobenzamide		2, 6-Dichlorothiobenzamide
	Di-(2-cyanoethyl) sulphide		Di - (2 - ethylhexyl) 4, 4' - thiodibutyrate
	Di-(*p*-nitrophenyl) disulphide		Di-(4-nitrophenyl) disulphide
	p-Dioxan - 2:3-dithiol di- (*OO* diethyl phosphorodithioate)		1, 4-Dioxan-2, 3 - dithiol di-(*OO*-diethyl phosphorodithioate)
	*sym*Diphenylthiourea		*NN'*-Diphenylthiourea
	3:6-Dithiaoctane-1:8-diol		3, 6-Dithiaoctane-1, 8-diol
	n-Dodecane-1-thiol		Dodecane-1-thiol
	*tert*Dodecyl mercaptan		Dodecanethiol, mixed isomers
	Ethane-1:2-dithiol		Ethane-1, 2-dithiol
	S-Ethyl di-*n*-propylthiocarbamate		*S*-Ethyl dipropylthiocarbamate
	Ethylene - 1:2 - di - (*N'N'* - dimethylthiuram disulphide)		Ethylene - 1, 2 - di - (*N'N'* - dimethylthiuram disulphide)
	p-Fluoro*iso*thiocyanatobenzene		1-Fluoro-4-*iso*thiocyanatobenzene
	Hexane-1:6-dithiol		Hexane-1, 6-dithiol
	α-Mercapto*iso*butyric acid		2-Mercapto*iso*butyric acid
	3-Mercaptopropane-1:2-diol		3-Mercaptopropane-1, 2-diol
	β-Mercaptopropionic acid		3-Mercaptopropionic acid
	Pentachlorothiophenol		Pentachlorobenzenethiol
	Potassium *n*-amylxanthate		Potassium pentylxanthate
	Propane-1:3-dithiol		Propane-1, 3-dithiol
	S - *n* - Propyl *n* - butylethylthiocarbamate		*S*-Propyl butylethylthiocarbamate
	Sodium toluene-*p*-sulphinate		Sodium toluene-4-sulphinate
	2:4:5:4'-Tetrachlorodiphenyl sulphone		2, 4, 5, 4'-Tetrachlorodiphenyl sulphone
	N - (1:1:2:2 - Tetrachloroethanesulphenyl)cyclohex - 4 - ene - 1:2-dicarboxyimide		*N* - (1, 1, 2, 2 - Tetrachloroethanesulphenyl)cyclohex - 4 - ene - 1, 2-dicarboxyimide
	Thioanisole		Methyl phenyl sulphide
	o-Thiocresol		Toluene-2-thiol
	Thiodiglycollic acid		Thiodiacetic acid
	Thiolactic acid		2-Mercaptopropionic acid
	Thiophenol		Benzenethiol
	S - 2:3:3 - Trichloroallyl di*iso*propylthiocarbamate		*S*-2, 3, 3 - Trichloroallyl di*iso*propylthiocarbamate
	N-(Trichloromethylthio)cyclohex-4-ene-1:2-dicarboxyimide		*N* - (Trichloromethanesulphenyl)-cyclohex - 4 - ene - 1, 2 - dicarboxyimide
	N - (Trichloromethylthio)phthalimide		*N* - (Trichloromethanesulphenyl)-phthalimide
	Zinc 2-benzamidothiophenoxide		Zinc di-(2-benzamidophenyl sulphide)
	Zinc pentachlorothiophenoxide		Zinc di(pentachlorophenyl sulphide)
29.32	*p*-Hydroxyphenylarsonic acid	29.32	4-Hydroxyphenylarsonic acid
29.33	3:2-Mercurioxy-4-nitrotoluene	29.33	3, 2-Mercurioxy-4-nitrotoluene
29.34	*sec*Butyl-lithium	29.34	Butyl-lithium
	Dimethyl 2:2:2 - trichloro - 1 - hydroxyethylphosphonate		Dimethyl 2, 2, 2-trichloro - 1 - hydroxyethylphosphonate
	2 - (3:4 - Epoxycyclohexyl)ethyltrimethoxysilane		2 - (3, 4 - Epoxycyclohexyl)ethyltrimethoxysilane
	Sodium tetraphenylboron		Sodium tetraphenylborate
	Tri-*n*-butylaluminium		Tributylaluminium
29.35	α-Acetyl-γ-butyrolactone	29.35	2-Acetyl-1, 4-butyrolactone
	2-Acetylcoumarone		2-Acetylbenzofuran
	3-Acetyl-2:4-dimethylpyrrole		3-Acetyl-2, 4-dimethylpyrrole
	2 - Amidino - 1:2:3:4 - tetrahydro-*iso*quinoline sulphate		Debrisoquine sulphate
	*N*α-γ-Aminobutyryl - L - histidine sulphate		*N*α - 4 - Aminobutyryl - L - histidine sulphate
	4 - Amino - 5 - chloro - 1 - phenylpyridazin-6-one		4 - Amino - 5 - chloro - 1, 2 - dihydro - 6 - oxo - 1 - phenylpyridazine
	5 - Amino - 1 - di(dimethylamino)-phosphinyl - 3 - phenyl - 1:2:4 - triazole		5 - Amino - 1 - di(dimethylamino)-phosphinyl - 3 - phenyl - 1, 2, 4 - triazole
	5-Amino-3:4-dimethyl*iso*oxazole		5-Amino-3, 4-dimethyl*iso*oxazole
	6-Amino-2:4-dimethylpyrimidine		6-Amino-2, 4-dimethylpyrimidine
	2 - (1 - Aminoethyl) - 3:4 - di(hydroxymethyl)furan hydrochloride		2 - (1 - Aminoethyl) - 3, 4 - di(hydroxymethyl)furan hydrochloride
	N-2-Aminoethylpiperazine		1-(2-Aminoethyl)piperazine
	4 - Amino - 5 - methoxymethyl - 2 - *n*-propylpyrimidine		4 - Amino - 5 - methoxymethyl - 2 - propylpyrimidine
	3-Amino-oxazolid-2-one sulphate		3-Amino-2-oxo-oxazolidinium sulphate

Tariff heading	Present Description	Tariff heading	Revised Description
	3-Amino-1-phenylpyrazol-5-one		3-Amino-1-phenyl-5-pyrazolone
	6-Amino-α-picoline		6-Amino-2-picoline
	2-Amino-β-picoline		2-Amino-3-picoline
	2-Amino-γ-picoline		2-Amino-4-picoline
	1 - (4 - Amino - 2 - *n* - propylpyrimid - 5 - ylmethyl) - α - picolinium chloride *mono*hydrochloride		1 - (4 - Amino - 2 - propyl - 5 - pyrimidylmethyl) - 2 - picolinium chloride *mono*hydrochloride
	3-Amino-1:2:4-triazole		3-Amino-1, 2, 4-triazole
	Ammonium hydrogen 7-oxabicyclo[2:2:1] - heptane - 2:3 - dicarboxylate		Ammonium hydrogen 7-oxabicyclo[2, 2, 1]heptane - 2, 3 - dicarboxylate
	*di*Ammonium 7-oxabicyclo[2:2:1]-heptane-2:3-dicarboxylate		*di*Ammonium7-oxabi cyclo[2, 2, 1]-heptane-2, 3-dicarboxylate
	3 - (2 - *n* - Amyltetrahydro - 3 - furyl) - 1 - [3 - (2 - *n* - amyltetrahydro - 3 - furyl)propoxy]propan-1-ol		3 - (Tetrahydro - 2 - pentyl - 3 - furyl) - 1 - [3 - (tetrahydro - 2 - pentyl - 3 -furyl) propoxy]-propan-1-ol
	β-Angelica lactone		1, 4-Pent-2-enolactone
	3:4-Benzacridine		3, 4-Benzacridine
	5:6-Benzoquinoline		5, 6-Benzoquinoline
	Benzothiazole - 2 - sulphendi*iso*-propylamide		*NN* - Di*iso*propylbenzothiazole - 2 - sulphenamide
	3 - Benzyl - 1 - methyl - 2 - *n* - undecyliminazolium bromide		3 - Benzyl - 1 - methyl - 2-undecyl - imidazolium bromide
	2-*n*-Butoxyethyl nicotinate		2-Butoxethyl nicotinate
	2-*n*-Butoxypyridine		2-Butoxypyridine
	2-*tert*Butylamino-4-ethylamino-6-methylthio*sym*triazine		2-*tert*Butylamino-4-ethyla mino-6-methylthio-1, 3, 5-triazine
	*tert*Butyl 1-*p*-chlorobenzoyl-5-methoxy - 2 - methylindol - 3 - ylacetate		*tert*Butyl 1-(4-chlorobenzoyl) - 5 - methoxy - 2 - methylindol - 3 - ylacetate
	2 - (5 - *tert*Butyl - 6 - hydroxy - *m* - tolyl)-5-chlorobenzotriazole		2 - (3 - *tert*Butyl - 2 - hydroxy - 5 - methylphenyl) - 5 - chlorobenzotriazole
	1-*n*-Butylpiperidine-2-carboxy-2, 6-xylidide hydrochloride		1-*n*-Butylpiperidine-2-carboxy-2:6-xylidide hydrochloride
	γ-Butyrolactone		1, 4-Butyrolactone
	2-*p*-Chlorobenzylpyridine		2-(4-Chlorobenzyl)pyridine
	5 - Chloro - 2 - (3:5 - di*tert*butyl - 2-hydroxyphenyl)-benzotriazole		5 - Chloro - 2 - (3, 5 - di*tert*butyl - 2-hydroxyphenyl) benzotriazole
	2 - Chloro - 4:6 - di(diethylamino) - *sym*triazine		2 - Chloro - 4, 6 - di(diethylamino) - 1, 3, 5-triazine
	2 - Chloro - 4:6 - di(ethylamino) - *sym*triazine		2 - Chloro - 4, 6 - di(ethylamino) - 1, 3, 5-triazine
	7 - Chloro - 10 - (β - dimethylamino - ethyl)dibenzo - [*b*, *e*] [1:4] diazepin - 11 - one *mono*hydrochloride		7 - Chloro - 10 - (2 - dimethylamino - ethyl)dibenzo[*b*, e] - 1, 4 - diazepin-11-one *mono*hydrochloride
	2 - Chloro - 4 - ethylamino - 6 - *iso*-propylamino*sym*triazine		2 - Chloro - 4 - ethylamino - 6 - *iso*-propylamino-1, 3, 5-triazine
	2:4:6-Collidine		2, 4, 6-Collidine
	o - Cresolphthalein - 6:6′ - di-(methylaminodiacetic acid)		*o* - Cresolphthalein - 6, 6′ - di-(methylaminodiacetic acid)
	3 - Cyclohexyl - 1:2:3:4:6:7 - hexahydro - 2:4 - dioxocyclopentapyrimidine		3 - Cyclohexyl-1, 2, 3, 4, 6, 7 - hexahydro - 2, 4 - dioxocyclopentapyrimidine
	α - Cyclopentyl - 2 - thienylglycollic acid		2 - Cyclopentyl - 2 - (2 - thienyl)-glycollic acid
	Decahydro - 4a - hydroxy - 2:8:8 - trimethyl - 2 - naphthoic acid lactone		Decahydro - 4α - hydroxy - 2, 8, 8 - trimethyl - 2 - naphthoic acid lactone
	Dextromoramide hydrogen (+)-tartrate		Dextromoramide hydrogen (+)—tartrate
	2:5 - Diamino - 7 - ethoxyacridinium lactate		2, 5 - Diamino - 7 - ethoxyacridinium lactate
	2:6-Diaminopyridine		2, 6-Diaminopyridine
	1:4 - Diaza[2:2:2]bicyclo-octane		1, 4-Diaza[2, 2, 2]bicyclo-octane
	2 - (3:5 - Di*tert*butyl - 2 - hydroxyphenyl)benzotriazole		2 - (3, 5 - Di*tert*butyl - 2 - hydroxy phenyl)benzotriazole
	3:5-Dichloro-4-hydroxylutidine		3, 5-Dichloro-4-hydroxylutidine
	Dichloro*sym*triazinetrione		Dichloro-1, 3, 5-triazinetrione
	Dichloro*sym*triazinetrione, potassium derivative		Dichloro - 1, 3, 5 - triazinetrione, potassium derivative
	Dichloro*sym*triazinetrione, sodium derivative		Dichloro - 1, 3, 5-triazinetri one sodium derivative
	1:3 - Di - (3 - *iso*cyanato - *p* - tolyl) - 1:3 - diazacyclobutane - 2:4 - dione		1, 3 - Di - (3 - *iso*cyanato - 4 - methylphenyl) - 1, 3 - diazacyclobutane - 2, 4-dione
	2:3 - Dicyano - 1:4 - dithia - anthraquinone		2, 3 - Dicyano - 1, 4 - dithia - anthraquinone
	5 - (2 - Diethylaminoethyl) - 3 - phenyl - 1:2:4 - oxadiazole dihydrogen citrate		5 - (2 - Diethylaminoethyl) - 3 - phenyl - 1, 2, 4 - oxadiazole dihydrogen citrate
	5 - (2 - Diethylaminoethyl) - 3 - phenyl - 1:2:4 - oxadiazole dihydrogen phosphate		5 - (2 - Diethylaminoethyl) - 3 - phenyl-1, 2, 4-oxadiazole dihydrogen phosphate
	OO - Diethyl - *O* - 4 - methyl - 2 - *iso*propylpyrimid - 6 - yl phosphorothioate		*OO* - Diethyl - *O* - 4 - methyl - 2 - *iso*propyl - 6 - pyrimidyl phosphorothioate
	4:5 - Dihydro - 2:3 - 6:7 - dibenzazepine		4, 5 - Dihydro - 2, 3:6, 7 - dibenzazepine
	Dihydrodiphosphopyridine nucleotide, disodium salt		Dihydronicotinamide-adenine dinucleotide, disodium salt
	(±)—2:3 - Dihydro - 4 - methyl - 2 -(2 - methylprop - 1 - enyl) - pyran		(±)—2, 3 - Dihydro - 4 - methyl - 2 - (2 - methylprop - 1-enyl)pyran
	2:3-Dihydropyran		2, 3-Dihydropyran
	Dihydrotriphosphopyridine nucleotide, tetrasodium salt		Dihydronicotinamide-adenine dinucleotide phosphate, tetrasodium salt
	3 - (3β:17β - Dihydroxyandrost - 5 - en - 17α - yl) - propionic acid lactone		3 - (3β, 17β - Dihydroxyandrost - 5 - en - 17α - yl)propionic acid lactone
	2:4-Dihydroxyquinoline		2, 4-Dihydroxyquinoline
	2:4 - Dihydroxyquinoline, disodium derivative		2, 4-Dihydroxyquinoline, disodium derivative
	2:4 - Dihydroxyquinoline, *mono*-sodium derivative		2, 4 - Dihydroxyquinoline, *mono*-sodium derivative
	5:6-Dimethylbenziminazole		5, 6-Dimethylbenzimidazole
	2:3 - Dimethyl - 1 - phenyl - 4 - *iso*-propylpyrazol-5-one		2, 3 - Dimethyl - 1 - phenyl - 4 - *iso*-propyl-5-pyrazolone
	4:4 - Dimethyl - 1 - phenylpyrazolid-3-one		4, 4 - Dimethyl - 1 - phenyl - 3 - pyrazolidone
	2:5-Dimethylpyrazine		2, 5-Dimethylpyrazine
	2:6-Dimethylquinoline		2, 6-Dimethylquinoline
	2:4-Dimethylthiophan 1:1-dioxide		2, 4-Dimethylthiophan 1, 1-dioxide
	Diphenylene dioxide		Phenodioxin
	pp′ - Diphenylylenebis - (2:5 - diphenyltetrazolium chloride)		4, 4′ - Biphenyldiyldi - (2, 5 - diphenyltetrazolium chloride)
	Diphosphopyridine nucleotide		Nicotinamide-adenine dinucleotide
	Di-*n*-propyl *iso*cinchomeronate		Dipropyl pyridine-2, 5-dicarboxylate
	1:3-Di-(2-pyridylimino)*iso*indoline		1, 3-Di-(2-pyridylimino)*iso*indoline
	Di(pyrrobutamine) naphthalene-1:5-disulphonate		Di(pyrrobutamine) napadisylate
	2:2′-Diquinolyl		2, 2′-Biquinolyl
	2 - Ethylamino - 4 - methylthio - 6 - *iso*propylamino*sym*triazine		2 - Ethylamino - 4 - methylthio - 6 - *iso*propylamino - 1, 3, 5 - triazine
	Ethyleneimine		Aziridine
	Ethyl 7-methyl-4-oxo-1:8-naphthyridine-3-carboxylate		Ethyl 7-methyl-4-oxo-1, 8-naphthyridine-3-carboxylate
	N-Ethyl-*N′*-(5-nitro-2-thiazolyl)-urea		*N* - Ethyl - *N′* - (5 - nitrothiazol - 2 - yl)urea
	5-Ethyl-α-picoline		5-Ethyl-2-picoline
	Fluorescein - 2′:7′ - di(methylaminodiacetic acid)		Fluorescein - 2′, 7′ - di(methylaminodiacetic acid)
	1 - (3 - *p* - Fluorobenzoylpropyl) - 4 - hydroxy - 4 - *m* - trifluoromethylphenylpiperidine		1 - [3 - (4 - Fluorobenzoyl)propyl] - 4 - hydroxy - 4 - (3 - trifluoromethylphenyl)piperidine
	1 - (3 - *p* - Fluorobenzoylpropyl) - 4 - hydroxy - 4 - *m* - trifluoromethylphenylpiperidinium chloride		1 - [3 - (4 - Fluorobenzoyl)propyl] - 4 - hydroxy - 4 - (3 - trifluoromethylphenyl)piperidinium chloride
	1 - (3 - *p* - Fluorobenzoylpropyl) - 4 - *o* - methoxyphenylpiperazine		1 - [3 - (4 - Fluorobenzoyl)propyl] - 4 - (2 - methoxyphenyl)piperazine
	1 - [1 - (3 - *p* - Fluorobenzoylpropyl) - 4 - piperidyl]benziminazolin-2-one hydrochloride		1 - (1 - [3 - (4 - Fluorobenzoyl)-propyl] - 4 - piperidyl) - benzimidazolin-2-one hydrochloride
	1 - [1 - (3 - *p* - Fluorobenzoylpropyl) - 1:2:3:6: - tetrahydro - 4 - pyridyl]benziminazolin - 2 - one		1 - (1 - [3 - (4 - Fluorobenzoyl) propyl]1, 2, 3, 6 - tetrahydro - 4 - pyridyl)benzimidazolino - 2 - one
	2-Guanidinobenziminazole		2-Guanidinobenzimidazole
	10 - (3 - [4 - (2 - *n* - Heptoyloxyethyl)piperazin - 1 - yl]propyl)-2-trifluoromethylphenothiazine		10 - (3 - [4 - (2 - Heptoyloxyethyl)piperazin - 1 - yl]propyl) - 2-trifluoromethylphenothiazine
	N - *n* - Hexadecyl - *N* - [2 - (*N* - *p* - methoxybenzyl - 2 - pyrimidylamino)ethyl]dimethylammonium		*N* - Hexadecyl - *N* - [2 - (*N* - 4 - methoxybenzyl - 2 - pyrimidylamino)ethyl]dimethylammonium bromide
	1:6-Hexolactam		1, 6-Hexanolactam
	γ -Hexolactone		1, 4-Hexanolactone
	α-Hexyl-γ-butyrolactone		2-Hexyl-1, 4-butyrolactone
	Histamine di-(3:4-dichlorobenzenesulphonate)		Histamine di-(3, 4-dichlorobenzenesulphonate)
	1 - (2 - Hydroxyethyl) - 2 - *n* - nonyliminazoline		1 - (2 - Hydroxyethyl) - 2 - nonylimidazoline
	3 - Hydroxy - 5 - hydroxymethyl - 4 - methoxymethyl - α - picolinium chloride		3 - Hydroxy - 5 - hydroxymethyl - 4 - methoxymethyl - 2 - picolinium chloride
	7 - Hydroxy - 7 - (1 - methyl - 4 - piperidyl) - 1:2 - 5:6 - dibenzocycloheptatriene hydrochloride		7 - Hydroxy - 7 - (1 - methyl - 4 - piperidyl) - 1, 3:5, 6 - dibenzocycloheptatriene hydrochloride
	8 - Hydroxynaphth[1:2 - *d*]iminazole		8 - Hydroxynaphth[1, 2 - *d*]imidazole
	2-*o*-Hydroxyphenylbenzotriazole		2-(2-Hydroxyphenyl)benzotriazole
	5-(α-Hydroxy-α-2-pyridylbenzyl)-7 - (α - 2 - pyridylbenzylidene) - bicyclo[2:2:1]hept - 5 - ene - 2:3 - dicarboxyimide		5-(α-Hydroxy-α-2-pyridylbenzyl)-7 - (α - 2 - pyridylbenzylidene) - bicyclo[2, 2, 1]hept - 5 - ene - 2, 3 - dicarboxyimide
	Iminazole		Imidazole
	Iminiazol-1-ylacetic acid		Imidazol-1-ylacetic acid
	β-Iminazol-4-ylpropionic acid		3-(Imidazol-4-yl)propionic acid
	2:3-Lutidine		2, 3-Lutidine
	2:5-Lutidine		2, 5-Lutidine
	3:4-Lutidine		3, 4-Lutidine
	2-Mercaptobenziminazole		2-Merceptobenzimidazole
	Methapyrilene *o* - (*p* - hydroxybenzoyl)benzoate		Methapyrilene 2 - (4 - hydroxybenzoyl)benzoate
	α - (*p* - Methoxyphenyl)piperidinoacetamide		α - (4 - Methoxyphenyl)piperidinoacetamide
	α - (*p* - Methoxyphenyl)piperidinomethyl cyanide		α - (4 - Methoxyphenyl)piperidinoacetonitrile
	α - (*p* - Methoxyphenyl)pyrrolidinoacetamide		α - (4 - Methoxyphenyl)pyrrolidinoacetamide
	α - (*p* - Methoxyphenyl)pyrrolidinomethyl cyanide		α - (4 - Methoxyphenyl)pyrrolidinoacetonitrile
	2 - Methylamino - 4 - methylthio - 6-*iso*propylamino*sym*triazine		2 - Methylamino - 4 - methylthio - 6-*iso*propylamino-1, 3, 5-triazine
	6 - Methyl - 1:3 - dithiolo[4:5 -*b*] quinoxalin-2-one		6 - Methyl - 1, 3 - dithiolo[4, 5 - *b*] quinoxalin-2-one
	Methylenedi - (1:6 - hexolactam), mixed isomers		Methylenedi - (1, 6 - hexanolactam), mixed isomers
	1 - Methyliminazol - 4 - ylacetic acid		1 - Methylimidazol - 4 - ylacetic acid
	2-Methyl-4-nitroiminazole		2-Methyl-4-nitroimidazole
	3 - Methyl - 1 - *p* - nitrophenylpyrazol-5-one		3 - Methyl - 1 - (4 - nitrophenyl) - 5-pyrazolone
	1-Methylpyrrolid-2-one		1-Methyl-2-pyrrolidone
	2 - Methylthio - 4:6 - di(*iso*propylamino)*sym*triazine		2 - Methylthio - 4, 6 - di(*iso*propylamino)-1, 3, 5-triazine
	β-Methylumbelliferone		4-Methylumbelliferone
	α-Morpholinobenzyl cyanide		α-Morpholinophenylacetonitrile
	2-Morpholinoethyl cyanide		3-Morpholinopropionitrile
	3-Morpholinopropyl cyanide		4-Morpholinobutyronitrile
	6-Nitrobenziminazole		6-Nitrobenzimidazole
	1:3:4:5:6:7:8:8 - Octachloro - 1:3:3a:4:7:7a - hexahydro - 4:7 - methano*iso*benzofuran		1, 3, 4, 5, 6, 7, 8, 8 - Octachloro - 1, 3, 3a, 4, 7, 7a - hexahydro - 4, 7-methano*iso*benzofuran
	1:4:4a:4b:5:8:8a:8b - Octahydrodibenzofuran-4b-aldehyde		1, 4, 4a, 4b, 5, 8, 8a, 8b - Octahydrodibenzofuran-4b-aldehyde
	1:8-Octolactam		1, 8-Octanolactam
	7 - Oxabicyclo[2:2:1]heptane - 2:3 - dicarboxylic acid		7 - Oxabicyclo[2, 2, 1]heptane - 2, 3-dicarboxylic acid
	12-Oxa-1:16-hexadecolactone		12-Oxa-1, 16-hexadecanolactone
	(—)Pantolactone		(—)-Pantolactone
	(±)Pantolactone, which yields on		(±)-Pantolactone, which yields on

(*Continued on next page*)

Tariff heading	Present Description	Tariff heading	Revised Description
	hydrolysis not more than 5 parts per million by weight of cyanides calculated as CN		hydrolysis not more than 5 parts per million by weight of cyanides calculated as CN
	1:15-Pentadecolactone		1, 15-Pentadecanolactone
	Phentolamine *mono*methanesulphonate		Phentolamine *mono*mesylate
	α - Phenyl - α - piperidinoacetamide		α-Phenylpiperidinoacetamide
	α-Piperidinobenzyl cyanide		α-Phenylpiperidinoacetonitrile
	3-Piperidinopropyl cyanide		4-Piperidinobutyronitrile
	Potassium 4-amino-3:5:6-trichloropicolinate		Potassium 4-amino-3, 5, 6-trichloropicolinate
	Potassium hydrogen 7-oxabicyclo-[2:2:1] - heptane - 2:3 - dicarboxylate		Potassium hydrogen 7-oxabicyclo-[2, 2, 1]heptane - 2, 3-dicarboxylate
	*di*Potassium 7 - oxabicyclo[2:2:1]-heptane-2:3-dicarboxylate		*di*Potassium hydrogen 7-oxabicyclo-[2, 2, 1]heptane-2, 3-dicarboxylate
	β-Propiolactone		1, 3-Propiolactone
	2-*n*-Propylpyridine		2-Propylpyridine
	6-*n*-Propylthiouracil		6-Propylthiouracil
	α-Pyridone		2-Pyridone
	3-Pyridylmethyl cyanide		3-Pyridylacetonitrile
	Pyrrobutamine pentahydrogen diorthophosphate		Pyrrobutamine pentahydrogen diphosphate
	α-Pyrrolidinophenylacetamide		α-Phenylpyrrolidinoacetamide
	3-Pyrrolidinopropyl cyanide		4-Pyrrolidinobutyronitrile
	Quinolinic acid		Pyridine-2, 3-dicarboxylic acid
	*di*Sodium 7-oxabicyclo[2:2:1]heptane-2:3-dicarboxylate		*di*Sodium 7-oxabicyclo[2, 2, 1]heptane-2, 3-dicarboxylate
	Sodium 6:8-thioctamidoacetate		Sodium 6, 8-thioctamidoacetate
	Tetrahydro-2:5-dimethoxyfuran		Tetrahydro-2, 5-dimethoxyfuran
	Tetrahydro - 3:5 - dimethyl - 1:3:5-thiadiazine-2-thione		Tetrahydro-3, 5-dimethyl-1, 3, 5-thiadiazine-2-thione
	Tetrahydro - 4 - methyl - 6 - ureidopyrimid-2-one		Tetrahydro - 4 - methyl - 6 - ureido - 2-pyrimidone
	2-(Thiazol-4-yl)benziminazole		Thiabendazole
	6:8-Thioctamide		6, 8-Thioctamide
	5:8-Thioctic acid		5, 8-Thioctic acid
	Thymolphthalein - 2:2′ - di(methylaminodiacetic acid)		Thymolphthalein - 2, 2′ - di(methylaminodiacetic acid)
	Tri-1-aziridinylphosphine oxide		Triaziridin-1-ylphosphine oxide
	4:4:4 - Trifluoro - 1 - (2 - thienyl) butane-1:3-dione		4, 4, 4 - Trifluoro - 1 - (2 - thienyl) butane-1, 3-dione
	Trimetaphan *mono*(+)camphorsulphonate		Trimetaphan *mono*-(+) - camphorsulphonate
	Tri - (2 - methyl - 1 - aziridinyl)-phosphine oxide		Tri - (2 - methylaziridin - 1 - yl)-phosphine oxide
	Triphosphopyridine nucleotide, *mono*sodium salt		Nicotinamide-adenine dinucleotide phosphate, *mono*sodium salt
	N-Vinylcarbazole		9-Vinylcarbazole
	5-Vinyl-α-picoline		5-Vinyl-2-picoline
	N-Vinylpyrrolid-2-one		*N*-Vinyl-2-pyrrolidone
	Zinc mercaptobenziminazole		Zinc di-(2-thiobenzimidazole)
29.36	*p*-Acetylbenzenesulphonamide	29.36	4-Acetylbenzenesulphonamide
	Ethyl *p* - acetylbenzenesulphonylcarbamate		Ethyl 4 - acetylbenzenesulphonylcarbamate
	Sulphadimidine ethanesulphonate, sodium derivative		Sulphadimidine esylate, sodium derivative
	Thioproperazine dimethanesulphonate		Thioproperazine dimesylate
	p - Toluidine - 3 - sulphon - *N* - ethylanilide (-NH_2 =1)		*N′* - Ethyl - p - toluidine - 3 - sulphonanilide (-$NH_2$1) at
29.37	*o* - Cresolsulphonephthalein - 6:6′ - di(methylaminodiacetic acid)	29.37	*o* - Cresolsulphonephthalein - 6, 6′ - di(methylaminodiacetic acid)
	o - Cresolsulphonephthalein - 6:6′ - di(methylaminodiacetic acid), tetrasodium salt		*o* - Cresolsulphonephthalein - 6, 6′ - di(methylaminodiacetic acid), tetrasodium salt
	4:5:6:7:3′:5′:3″:5″ - Octabromophenolsulphonephthalein		4, 5, 6, 7, 3′, 5′, 3″, 5″ - Octabromophenolsulphonephthalein
	1:3-Propanesultone		1, 3-Propanesultone
	Thymolsulphonephthalein - 2:2′ - di(methylaminodiacetic acid)		Thymolsulphonephthalein - 2, 2′ - di(methylaminodiacetic acid)
29.38	(+)- *N* - αγ - Dihydroxy - ββ - dimethylbutyryl - 3 - ethoxypropylamine	29.38	(+) - *N* - (3 - Ethoxypropyl) - 2, 4 - dihydroxy - 3, 3 - dimethylbutyramide
	Folic acid		Pteroylmonoglutamic acid
	Pyridoxal 5 - (dihydrogen orthophosphate)		Pyridoxal 5 - (dihydrogen phosphate
29.39	(+)Aldosterone	29.39	(+)-Aldosterone
	3 - Cyclopentyloxy - 17α - ethynyloestra-1:3:5(10)-trien-17β-ol		3 - Cyclopentyloxy - 17α ethynyloestra-1, 3, 5(10)-trien-17β-ol
	3 - Cyclopentyloxy - 17α - hydroxypregna-3:5-dien-20-one acetate		3 - Cyclopentyloxy - 17α - hydroxypregna-3, 5-dien-20-one acetate
	3 - Cyclopentyloxypregna - 3:5 - dien-20-one		3 - Cyclopentyloxypregna - 3, 5 - dien-20-one
	Dexamethasone 21 - (disodium phosphate)		Dexamethasone 21 - (3 - sodium - sulphobenzoate)
	6α - Fluoro - 11β-21 - dihydroxy - 16α:17α - *iso*propylidenedioxypregna-1:4-diene-3:20-dione		6α - Fluoro - 11β, 21 - dihydroxy - 16α, 17α - *iso*propylidenedioxypregna-1, 4-diene-3, 20-dione
	9α - Fluoro - 11β-21 - dihydroxy-16α:17α - *iso*propylidenedioxypregna-1:4-diene-3:20-dione		Triaminolone acetonide
	(—)Noradrenaline		(—)-Noradrenaline
	(—)Noradrenaline hydrogen tartrate		(—)-Noradrenaline hydrogen tartrate
	Oestradiol-17β di-*n*-undecoate		17β-Oestradiol diundecanoate
	Oestradiol-17β 17-*n*-valerate		17β-Oestradiol 17-valerate
	Prednisolone 21 - (*m* - sodium - sulphobenzoate)		Prednisolone 21 - (3 - sodium - sulphobenzoate)
	Testosterone β - cyclohexylpropionate		Testosterone 3 - cyclohexylpropionate
	Testosterone *n*-heptoate		Testosterone heptanoate
29.42	18β : Acetoxy - 10β:17α - dimethoxy - 16β - methoxycarbonyl - 3 - oxo - 2:3 - seco - 20α-yohimbane	29.42	18β - Acetoxy - 10β, 17α - dimeth oxy - 16β - methoxycarbonyl - 3 - oxo - 2, 3-seco-20α-yohimbane
	Diallylnortoxiferine dichloride		Alcuronium chloride
	Dihydroergotamine *mono*methanesulphonate		Dihydroergotamine *mono*mesylate
	7:8 - Dihydro - 14 - hydroxy - 6 - methylene-6-dioxymorphine		7, 8 - Dihydro - 14 - hydroxy - 6 - methylene-6-deoxymorphine
	1-*n*-Hexyltheobromine		1-Hexyltheobromine
	18β - Hydroxy - 10:17α - dimethoxy - 20α - yohimbane - 16β - carboxylic acid lactone		18β - Hydroxy - 10, 17α - dimethoxy - 20α - yohimbane - 16β - carboxylic acid lactone
	Hyoscine *n*-butylobromide		Hyoscine butylobromide
	(+)Lysergic acid		(+)-Lysergic acid
29.43	Products, consisting of sucrose esters of benzoic acid, and having a benzoyl content of not less than 80% by weight calculated as benzoic acid	29.43	Sucrose benzoate having a benzoyl content of not less than 80% by weight calculated as benzoic acid
29.44	7 - Chloro - *N′* - hydroxymethyl - tetracycline, sodium salt	29.44	Clomocycline, sodium salt
	Colistin methanesulphonate		Colistin mesylate
	β - [2 - (3:5 - Dimethyl - 2 - oxocyclohexyl) - 2 - hydroxyethyl] glutarimide		3 - [2 - (3, 5 - Dimethyl - 2 - oxo - cyclohexyl) - 2 - hydroxyethyl] glutarimide
	Oleandomycin *mono*orthophosphate		Oleandomycin *mono*phosphate
30.03	Preparations consisting of not less than 3·4% by weight of 3-cyclopentyloxy - 17α - hydroxypregna - 3:5-dien-20-one acetate dissolved in fixed vegetable oil	30.03	Preparations consisting of not less than 3·4% by weight of 3-cyclopentyloxy - 17α - hydroxypregna - 3, 5-diene-20-one acetate dissolved in fixed vegetable oil
	Preparations containing not less than 50% by weight of 1-(3-*p*-fluorobenzoylpropyl) - 4 - *o* - methoxyphenylpiperazine calculated on the dry material		Preparations containing not less than 50% by weight of 1-[3-(4-fluorobenzoyl)propyl] - 4 - (2 - methoxyphenyl) piperazine calculated on the dry material
	Preparations consisting of not less than 10% by weight of methenolene *n*-heptoate dissolved in fixed vegetable oil		Preparations consisting of not less than 10% by weight of methenolone heptanoate dissolved in fixed vegetable oil
	Preparations containing not less than 10% by weight of 2-*p*-chloroanilino - 5 - *p* - chlorophenyl - 3:5 - dihydro - 3 - *iso*propyliminophenazine		Preparations containing not less than 18% by weight of 2-(4-chloroanilino) - 5 - (4 - chloro*o* phenyl) - 3, 5 - dihydro - 3 - *is* propyliminophenazine
	Preparations containing not less than 1·2% by weight of 11β:17α:21 - trihydroxy - 6α - methylpregna-1:4-diene-3:20-dione		Preparations containing not less than 1·2% by weight of methylprednisolone.
38.11	Preparations containing not less than 0·2% by weight of 2-[α-(*p*-chlorophenyl)phenylacetyl] indane-1:3-dione and not less than 95% by weight of hydrocarbon oil	38.11	Preparations containing not less than 0·2% by weight of 2[α-(4-chlorophenyl)phenylacetyl]indane-1, 3-dione and not less than 95% by weight of hydrocarbon oil
	Preparations containing not less than 7% by weight of 2:6-dichlorothiobenzamide and not more than 15% by weight of materials soluble in diethyl ether		Preparations containing not less than 7% by weight of 2, 6-dichlorothiobenzamide and not more than 15% by weight of materials soluble in diethyl ether
	Preparations, liquid, containing not less than 35% by weight of *p* - chlorophenylthiomethyl *OO* - diethyl phosphorodithioate		Preparations, liquid, containing not less than 35% by weight of 4 - chlorophenylthiomethyl *OO*-diethyl phosphorodithioate
	Preparations, liquid, containing not less than 65% by weight of *S*-ethyl di-*n*-propylthiocarbamate		Preparations, liquid, containing not less than 65% by weght of *S*-ethyl dipropylthiocarbamate
	Preparations, liquid, containing not less than 65% by weight of *S* - *n* - propyl *n* - butylethylthiocarbamate		Preparations, liquid, containing not less than 65% by weight of *S* - propyl butylethylthiocarbamate
	Prepared cereal baits containing not less than 0·4% by weight and not more than 1% by weight of 5-(α-hydroxy-α-2αpyridylbenzyl) - 7 - (α - 2 - pyridylbenzylidene)bicyclo[2:2:1]hept - 5 - ene-2:3-dicarboxyimide		Prepared cereal baits containing not less than 0·4% by weight and not more than 1% by weight of 5-(α-hydroxy-α-2-pyridylbenzyl) - 7 - (α - 2 - pyridylbenzylidene) - bicyclo[2, 2, 1]hept - 5 - ene-2, 3-dicarboxyimide
38.19	Poly - (3:4 - diacetyl - 5 - thio - 2 - thienyl) which on ignition yields not more than 10% by weight of ash	38.19	Poly - (3, 4 - diacetyl - 5 - thiothien - 2-yl) which on ignition yields not more than 10% by weight of ash
38.19	Preparations consisting of 1-chloro - 1:1 - difluoroethane and 1:1-difluoroethane, and containing not less than 40% by weight and not more than 50% by weight of 1:1-difluoroethane	38.19	Preparations consisting of 1-chloro - 1, 1 - difluoroethane and 1, 1-difluoroethane, and containing not less than 40% by weight and not more than 50% by weight of 1, 1-difluoroethane
39.01	Phenoxy resins, not plasticized or otherwise compounded, being thermoplastic polyaddition products of 2:2 - di - (*p* - hydroxyphenyl)propane and 1-chloro-2:3-epoxypropane and having an epoxide content of less than 0·8% by weight calculated as ethylene oxide	39.01	Phenoxy resins, not plasticized or otherwise compounded, being thermoplastic polyaddition products of 2, 2 - di - (4 - hydroxyphenyl)propane and 1-chloro-2, 3-epoxypropane and having an epoxide content of less than 0·8% by weight calculated as ethylene oxide
	Poly - [2:2 - di - (*p* - hydroxyphenyl) - propane carbonate] moulding compounds, containing glass fibres which amount to not less than 25% by weight of the product and not more than 45% by weight of the product		Poly - [2, 2 - di - (4 - hydroxyphenyl) - propane carbonate] moulding compounds, containing glass fibres which amount to not less than 25% by weight of the product and not more than 45% by weight of the product
	Poly - [2:2 - di - (*p* - hydroxyphenyl) propane carbonate], uncompounded, or compounded with other materials which do not exceed 3% by weight of the product		Poly - [2, 2 - di - (4 - hydroxyphenyl) - propane carbonate], uncompounded, or compounded with other materials which do not exceed 3% by weight of the product

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

The Import Duty Drawbacks (No. 8) Order, 1966

THE TREASURY have made the Import Duty Drawbacks (No. 8) Order, 1966.

This Order:

(1) provides for the allowance of drawback of import duty on the exportation –
  (a) of furniture manufactured from certain imported wood; and
  (b) of sebacic acid manufactured from imported castor oil;
(2) in the case of the following exported goods, namely –
  (a) castor oil manufactured from imported castor seed;
  (b) chewing gum and chewing confectionery manufactured from imported chewing gum base;
  (c) handbags and certain other leather goods manufactured from certain imported leather;
  (d) hazelnut products manufactured from imported hazelnuts; and
  (e) sperm oil refined from imported unrefined sperm oil,

provides, by revoking existing fixed rates of drawback, for drawback of import duty related to the duty paid on the imported goods actually used in the manufacture of the exported goods and, in the case of the goods specified in sub-paragraphs (c) and (e) above, removes the condition for drawback that duty shall have been paid at not less than a specified rate;

(3) varies the rate of drawback of import duty in respect of the following exported goods:
  (a) animal black of certain descriptions manufactured from certain imported bones;
  (b) apricot kernel products manufactured from certain imported apricot kernels;
  (c) cigarette papers in the form of booklets manufactured from certain imported cigarette paper; and
  (d) certain soya bean oil manufactured from imported soya beans;
(4) corrects the description of certain imported woods used in the manufacture of exported veneer sheets to conform with the Customs Tariff.

The Order comes into operation on October 6, 1966 and has been published as Statutory Instruments 1966, No. 1220.

Copies are obtainable direct from HMSO.

The Import Duties (General) (No. 8) Order, 1966

THE TREASURY has made the Import Duties (General) (No. 8) Order 1966 (S.I. 1219, 1966).

This Order makes two amendments in the Customs Tariff consequential upon clarifications approved by the Customs Co-operation Council in the English text of the Brussels Nomenclature. It amends –

(a) paragraph (c) of the note to Chapter 2 to make it clear that animal fat classified in Chapter 2 includes only animal fat of the type covered by heading 02.05;
(b) note 6(b) to section XI to make clear the meaning of the expression 'made up' in relation to certain textile goods.

It also amends heading 90.25 of the Customs Tariff to preserve the previous rate of import duty on environmental test chambers following their re-classification under this heading.

This Order comes into operation on October 6, 1966.

Copies of the Order are obtainable direct from HMSO.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Cinematograph films council appointments

THE BOARD OF TRADE announce the following appointments to the Cinematograph Film Council:

Mr. J. S. Christie, Mr. K. D. Cole, Mr. P. Connor, Professor Sir Arnold Plant, Miss Dilys Powell, Mr. O. E. Wood, *persons appointed as being independent persons.*

The Rt. Hon. Lord Archibald, Mr. J. Carr, Mr. R. Clark, Mr. John Davis, *persons appointed as representing makers of British films.*

Mr. P. Livingstone, Mr. M. C. Morton, *persons appointed as representing renters.*

Mr. C. G. Bernstein, Mr. J. W. Davies, Mr. J. K. S. Poole, Mr. J. D. Richards, Sir Philip Warter, *persons appointed as representing exhibitors.*

Mr. G. Croasdell, OBE, Mr. G. H. Elvin, Mr. A. R. Mingaye, Sir Tom O'Brien, *persons appointed as representing persons employed by makers, renters or exhibitors of British films.*

The chairman of the council is Mr. W. E. Parker CBE, whose term of office runs until December 1967.

The terms of office of the remaining present members expired on September 30, 1966. The newly-appointed council contains two new members, Mr. J. Carr and Mr. P. Livingstone.

The appointment took effect on October 1 and run for a period not exceeding three years.

Midlands and Western Stock Exchange Association

THE NEW Midlands and Western Stock Exchange Association came into operation on October 3, 1966. Its members are the members of the present Bermingham, Bristol, Cardiff, Nottingham and Swansea stock exchanges.

The Board of Trade on September 23 made the Companies (Stock Exchange) Order, 1966. It came into operation on October 3 and was published as a Statutory Instrument (No. 1218) on September 29.

The Order provides that the Midlands and Western Stock Exchange Association shall be a prescribed stock exchange for the purposes of the provisions of Sections 38, 39, 417 and 418 of the Companies Act, 1948, and that Birmingham, Bristol and Cardiff shall cease to be prescribed stock exchanges. (Birmingham was prescribed for the purposes of all four sections, and Bristol and Cardiff for the purposes of Sections 38 and 417.)

Sections 38 and 417 provide that the requirements as to the matters to be stated and the reports to be set out in a prospectus shall not apply to the issue of a prospectus or form of application relating to shares or debentures which are or are to be in all respects uniform with shares or debentures previously issued and for the time being dealt in or quoted on a prescribed stock exchange.

Sections 39 and 418 relax the prospectus provisions set out in the Fourth Schedule to the Act where a certificate of exemption is given by a prescribed stock exchange.

Marine inquiries

THE FORMAL INVESTIGATION into the circumstances attending the loss of the mv 'Darlwyne' of London, ON 301110, on voyage between Fowey and Falmouth, probably on July 31, 1966, will open at 10.30 a.m. on Tuesday, December 13, 1966 in the Old County Hall, Truro. The Wreck Commissioner will be Mr. J. V. Naisby, QC.

THE FORMAL INVESTIGATION into the circumstances attending the loss of the mv 'Quesada' of Fowey, ON 300586, off the Mull of Kintyre (about five miles SE of Davarr Island), on May 23, 1966, will open at 10.30 a.m. on November 7 in the Sheriff's Court, Campbeltown.

THE BOARD OF TRADE has directed that a formal investigation should be held into the circumstances attending the foundering of the m.f.v. 'Eventide' of Blyth, (O.N. BH 89) about two miles N.E. of Newbiggin Point, off the coast of Northumberland, on the night of August 4 or 5, 1966.

A further announcement will be made when the date and place of hearing have been fixed.

Organizing committee to National Steel Corporation

THE MINISTRY of Power has announced that Mr. Richard Marsh, Minister of Power, has appointed the following members of the organizing committee for the nationalized steel industry:

Rt. Hon. Lord Melchett – *chairman*
Mr. N. C. Macdiarmid – *deputy chairman*
Dr. H. M. Finniston
Mr. S. A. R. Gray
Sir Cyril Musgrave
Mr. Peter Parker
Mr. Ron Smith

Lord Melchett will be seconded from Hill, Samuel & Co. Ltd. to serve as full-time chairman of the committee from October 10, 1966. When the Bill now before Parliament receives the Royal Assent, it is the Minister's intention to appoint him chairman of the National Steel Corporation. Mr. Ron Smith will serve as a full-time member of the committee from January 1, 1967 with the intention that he should become a full-time member of the Corporation on its establishment. He will serve as a part-time member of the Committee until January 1, 1967.

Hill, Samuel & Co. Ltd. and the Union of Post Office Workers have agreed with reluctance, but in the public interest, to release Lord Melchett and Mr. Smith from the present appointments.

The other members of the Organizing Committee will serve on a part-time basis, and without commitment as to membership of the Corporation. They will devote a considerable amount of their time to the work of the committee.

Further appointments to the committee will be announced in due course.

Mr. Marsh, in his speech in the House of Commons on the Second Reading of the Iron and Steel Bill on July 25 last, announced his intention to establish an Organizing Committee which would contain the chairman designate of the National Steel Corporation. The Minister explained that the committee's main tasks would be to plan for the smooth transition of the main part of the steel industry into public ownership and for vesting day to take place as quickly as possible after Royal Assent; to start work on the future structure of the industry; and to start negotiations with the BISF for the withdrawal of the nationalized companies from the Federation and the transfer of the central trading services to the Corporation.

An exchange of letters took place between the Minister of Power and Mr. Macdiarmid.

Exchange Control: foreign travel

THE TREASURY published on September 29 details of the Exchange Control arrangements for foreign travel by United Kingdom residents during the year beginning November 1, 1966.

Restriction of travel expenditure was announced on July 20. Interim arrangements are in operation until October 31.

The main points which apply to travel outside the Sterling Area (except in Rhodesia) may be simply stated as follows:

(i) For the year beginning November 1 the basic travel allowance of foreign currency, travellers' cheques, etc., is £50. The cost of hotels, etc., paid in sterling through travel agents will be deducted from the basic allowance.
(ii) Return fares to destination may be paid for in sterling without deduction from the basic allowance.
(iii) An additional £25 will be allowed for a car, £15 for a motor cycle.
(iv) Travellers may take with them up to £15 in sterling notes, which may be exchanged abroad.
(v) Special allotments will be given for business travel (up to £20 a day), health travel (up to £7 a day), approved educational travel and other special purposes.
(vi) Foreign currency, travellers' cheques, etc., provided for travel expenditure may only be used for that purpose. Unused facilities must be sold to an authorized bank or travel agent within one month or on the traveller's return to the United Kingdom.

Prospective travellers are asked to address any inquiries or applications to an authorized bank or travel agent, to whom detailed instructions are being sent by the Bank of England.

Prevention of Fraud (Investments) Act, 1958

Dealers in securities

THE FOLLOWING changes have taken place during September in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Exempted Dealers
Addition:
N. H. Woolley & Co. Ltd., 118 Old Broad Street, London, E.C.2.

Authorized unit trust schemes

The following changes have taken place in the list of unit trust schemes authorized under Section 17 of the Act, and published in Part V of the 1966 Particulars of Dealers in Securities and of Unit Trusts. (An earlier list of changes was published in the *Board of Trade Journal* of July 8, 1966.)

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
TYNDALL MANAGERS LIMITED, 19 Whiteladies Road, Bristol, 8.	The Tyndall Exempt Fund	Glyn Mills & Co., 67 Lombard Street, London, E.C.3.
GAS INDUSTRY AND POWER UNIT FUND MANAGERS LIMITED, 3/5 Norwich Street, Fetter Lane, London, E.C.4.	Gas Industry and Power Unit Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
HILL, SAMUEL & COMPANY LIMITED, Shell House, 55 Bishopsgate, London, E.C.2.	British Shareholders Dollar Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
LICENSED TRADE UNIT TRUST MANAGERS LIMITED, 16 Coleman Street, London, E.C.2.	Excelsior Unit Fund. .	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
J. F. THOMASSON MANAGEMENT LIMITED, St. Alphage House, London Wall, London, E.C.2.	Charterhouse Capital Units	Rothschild Executor and Trustee Company Limited, New Court, St. Swithins Lane, London, E.C.4.
J. F. THOMASSON MANAGEMENT LIMITED, St. Alphage House, London Wall, London, E.C.2.	Charterhouse Income Units	Rothschild Executor and Trustee Company Limited, New Court, St. Swithins Lane, London, E.C.4.
HODGE UNIT TRUST MANAGERS LIMITED, Summit House, 9/10 Windsor Place, Cardiff.	Hodge Asset Value Unit Trust.	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.

Amendments:

The following unit trust schemes now come within the Investment Assured Securities Limited group and should be deleted from the Commonwealth Group:

The A.E. & Unit Trust
Commonwealth Group Export Unit Trust
Orthodox Unit Trust
The Commonwealth Unit Trust Fund
Invest in Leisure Unit Trust
World Wide Unit Trust

Guiness Mahon Executor & Trustee Company Limited are now the Trusteee of the Professional & General Investment Fund in place of Hambros Bank Executor and Trustee Company Limited.

Glyn Mills & Co. are now the Trustees of the Tyndall Capital Fund and the Tyndall Income Fund in place of S. G. Warburg & Company Limited.

£250,000 plant for North-east

A NEW INDUSTRY has arrived in the North-east of England. The Armstrong Cork Company Limited have opened a £¼ million plant to produce mineral rock wool from reprocessed steel slag. The plant is the first to start production at the new industrial estate of Tanfield Lea, a few miles from Gateshead, Co. Durham.

The plant, which occupies an area of 10,000 sq. ft., took two years to plan and a year to build. Techniques and know-how developed over the past 20 years have been incorporated in the plant design. All the processing operations are automatically controlled by a staff of 21 men working a round-the-clock three-shift system with six men and a supervisory foreman on each shift.

Mineral rock wool is the basic raw material used in the manufacture of acoustic ceiling tiles, one of many products produced by Armstrong for the building industry.

United Biscuits Limited

UNITED BISCUITS LIMITED announced on September 30, the details of their five-year modernization plan for the period 1966/70. While recognizing the need for modernization and welcoming the expected increase in employment at the Macfarlane Lang factory in Glasgow, and in Liverpool, the President of the Board of Trade has been concerned that although spread over five years the programme entails the closing of four of the company's five factories in Scotland. The Board of Trade has discussed the proposals with the company which, however, has not found it possible to amend the programme so as to lessen the impact in Scotland.

The President regrets the loss of job opportunities in Scotland which will occur from this particular rationalization programme but has been pleased to note the many encouraging expansions taking place in Scotland. For instance, Rank-Taylor-Hobson recently announced that they will take next year a new 100,000 square feet factory at Kirkcaldy as part of a long-term plan. Honeywell Controls, who already employ 3,400 people in Scotland have applied to take the two advance factories being built at the Board of Trade's Bellshill Industrial Estate. Burroughs Machines Limited will provide 1,000 new jobs in Scotland by 1970 as a result of an £8 million expansion programme at Cumbernauld and Strathleven. A further development for Kirkcaldy recently announced is that of Butler Buildings (UK) Limited who will establish a factory of 40,000 square feet to produce steel structural components. In a different field of production, Crosse & Blackwell recently announced a substantial expansion of employment in Peterhead.

Durham County Council loans

SECTION 12 of the Durham County Council Act 1963 empowers the County Council to make loans to enable land not yet in an industrialist's possession to be purchased or leased, and for the erection, extension or improvement of buildings within the administrative County of Durham for manufacturing industry approved by the council.

On August 3 the County Council agreed to extend the scope of the Loans Scheme to include loans made towards the building costs of appropriate new office development in the county. Although the council's power to make loans is not limited by the Private Act to industrial undertakings their policy so far has been to concentrate on making loans to manufacturing industries as it was considered that these offered the best prospects for creating jobs in the numbers required, and providing more diversity of employment for manual workers.

The Control of Office and Industrial Development Act 1965, however, imposed on new office development in certain areas of the country controls similar to those on industrial development, and this offered the expectation of some additional employment in the county, mainly for non-manual workers. On March 15, representatives of the County Council met the chairman of the Location of Offices Bureau, who was visiting the county to see the opportunities available for new office development, and the County Council considered that it was now a good time to broaden the scope of the loans scheme.

Oneida Silversmiths to expand in Northern Ireland

ONEIDA SILVERSMITHS LIMITED, of Bangor, Co. Down, are to expand their factory by 40,000 sq. ft. to nearly 130,000 sq. ft. and to increase the number of operatives by 50 per cent to 600, a very substantial labour force for a cutlery factory.

The 50 per cent increase in the labour force will be phased over six years. At Bangor Mr. H. J. Grosjean, managing director of the Northern Ireland plant, said that the expansion would enable Oneida Silversmiths to extend the range of their cutlery products. The Oneida company's first British plant was started in Sheffield in 1926. The firm transferred to Northern Ireland in 1961.

Devlin report on dock workers

THE REPORT of the Committee of Inquiry under Lord Devlin into the Wages Structure and Level of Pay for Dock Workers (Cmnd. 3104) was published on October 3 and can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 1s. 9d.

Scottish export performance

THE SCOTTISH COUNCIL (Development and Industry) have recently completed a second survey (the first having been carried out in 1963) which shows that in 1963 and 1964, Scotland exported 18.5 per cent of its manufacturing output while the United Kingdom figure was 15.6 per cent.

Scottish exports – worth £425 million in 1964 – are growing faster than exports from the United Kingdom as a whole. It is clear, too, that Scottish industry is exporting more of its production than industry in the rest of the country.

The total value of Scottish exports of manufactured goods has grown from £330 million in 1961 to £425 million in 1964 and to an estimated minimum of £450 million in 1965. This represents a steady 8 per cent to 9 per cent growth each year, compared with the United Kingdom rate of between 5 per cent and 6 per cent.

Scotland exported over £525 worth of goods per insured employee in manufacturing industry in 1963 and £575 worth in 1964. The comparable United Kingdom figures are just over £485 in 1963 and just over £500 in 1964.

This picture of Scottish exports performance was obtained by circulating 3,000 manufacturing companies in 15 industrial groups in Scotland. Replies to these questionnaires, sent out at the end of 1965, came from 1,300 companies, representing 53 per cent of the total employment in these industrial groups. The replies were then cross-checked with the statistics available about exports and exporting from Scotland, and found to be accurate.

Big response to BSI help to exporters scheme

THE ISSUE last month by the British Standards Institution of the first of a series of technical digests to assist British exporters with information about overseas regulations, specifications and approvals systems has resulted in a substantial response from British exporting firms. The issue followed the decision made by BSI earlier this year to extend the services it provides to give technical help to exporters.

The full announcement issued by BSI and reported briefly on page 746 of the *Board of Trade Journal* of September 23 was as follows:

The exporting firm with a competitive, high quality product still faces the obstacle of the wide variety of technical requirements, often backed by regulations and mandatory approvals systems, which are in force in an increasing number of countries. BSI's new Technical Help to Exporters scheme will provide manufacturers with detailed information and advice on such requirements. Technical digests published as part of the service will each cover the requirements of different categories of equipment in a particular country. In addition, advice and guidance on the interpretation of overseas requirements as they apply to the products of individual firms will be available, including consultative visits to factories. The scheme is being run from BSI's Hemel Hempstead centre which itself is responsible for a number of British and overseas approvals schemes.

The most common safety requirements and approvals schemes are those concerned with electrical equipment, and for this reason priority has been given to determining the requirements for all types of electrical materials and equipment in the countries of Western Europe. Initial investigations for the first four countries to be covered by the service – Denmark, Finland, Norway and Sweden – have been completed, and the digest for Finland was published on September 14, those for the other three countries are being printed. Future sets of digests will cover Germany, France and Holland; Spain, Portugal and Italy; Austria, Switzerland, Belgium and Luxembourg. This phase will be completed in 1967.

A mailing list for the service is being established and firms joining will be charged £2 annually to cover the cost of the circulation to them of all the digests and other information as it becomes available. Folders for the leaflets are included in the service.

Full details of the scheme, together with a copy of the first technical digest are available from: Mr. D. F. Espir, Head of Section, Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts.

The Register of Restrictive Trading Agreements, Restrictive Trade Practices Act, 1956

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between July 1 and September 30, 1966, is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1966, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 10) on January 7, 1966.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 10) on January 7, 1966. Anyone who may be in a position to assist the court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh 2.
Chichester House, 64 Chichester Street, Belfast.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and Amendments to the Register

Registered No. of Agreement	Commodity
	A
3028	Alcoholic beverages, add *Aberdeenshire, Banffs, Kincardine*, F.5/66.
3017	Alcoholic beverages, Kilmarnock and district, *add F.7/66.*
3045	Aluminium semi-manufactures.
3046	Aluminium semi-manufactures.
	B
1097	Basic pig iron, F.3/65, *add C.6/66.*
3043	Beer, spirits, Bothwell, F.5/66.
3039	Beer, spirits, East Fife.
3005	Beer, spirits, Shetland.
3006	Beer, mineral waters, spirits, *add Wigtown.*
3007	Beer, spirits, *add Dumfrieshire, Maxwelltown.*
2877	Beer, spirits, wines, *add F.4/65.*
2800	Builders' castings, cast iron drain connections, cast iron rainwater and soil goods, domestic solid fuel cooking and heating appliances, F.2/63, *add C.3/66.*
2698	Building materials, Accrington and district, *add F.11/65.*
2701	Building materials, Aireborough, *add F.11/65.*
49	Building materials, Alderley Edge, Wilmslow, *add F.5/66.*
2715	Building materials, Altrincham, Sale and district, *add F.11/65.*
2446	Building materials, Ashbourne and district, *add F.11/65.*
1163	Building materials, Ashton-under-Lyne, Stalybridge, Hyde district, *add F.7/66.*
1707	Building materials, Barnsley, *add F.11/65.*
973	Building materials, Barrow-in-Furness, *add F.5/66.*
1663	Building materials, Beccles and district, *add F.11/65.*
1897	Building materials, Bedford and district, *add F.11/65.*
1662	Building materials, Billericay, Rayleigh and district, *add F.11/65.*
1898	Building materials, Bishops Stortford and district, *add F.11/65.*
80	Building materials, Blackpool, *add F.4/66.*
2756	Building materials, Boston and district, *add F.11/65.*
1694	Building materials, Bradford and Queensbury, *add F.11/65.*
1899	Building materials, Brentwood and district, *add F.11/65.*
1812	Building materials, Bridlington, *add F.11/65.*
2241	Building materials, Brighouse, *add F.11/65.*
1742	Building materials, Bromsgrove and district, *add F.11/65.*
1165	Building materials, Burnley area, *add F.4/66.*
1290	Building materials, Burton-on-Trent, *add F.11/65.*
1403	Building materials, Bury (Lancs.), *add F.2/66.*
1900	Building materials, Bury St. Edmunds and district, *add F.11/65.*
2704	Building materials, Caernarvonshire and Anglesey, *add F.11/65.*
1667	Building materials, Cambridge, *add F.11/65.*
2725	Building materials, Cannock and district, *add F.11/65.*
65	Building materials, Cardiff, *add F.6/66.*
2694	Building materials, Carlisle and district, *add F.11/65.*
2752	Building materials, Castleford, *add F.11/65.*
1661	Building materials, Chelmsford and district, *add F.11/65.*
1788	Building materials, Chester, *add F.3/66.*
1660	Building materials, Clacton-on-Sea and district, *add F.11/65.*
2697	Building materials, Clitheroe, Whalley and district, *add F.11/65.*
1659	Building materials, Colchester and district, *add F.11/65.*
1799	Building materials, Colwyn Bay and district, *add F.11/65.*
111	Building materials, Crewe, *add F.4/66.*
2713	Building materials, Darwen, *add F.11/65.*
2237	Building materials, Dearne Valley, *add F.11/65.*
1695	Building materials, Dewsbury and Batley, *add F.11/65.*
1901	Building materials, Diss, Harleston and district, *add F.11/65.*
2466	Building materials, Dudley, Tipton, Sedgley, *add F.11/65.*
1902	Building materials, East Herts and district, *add F.11/65.*
1903	Building materials, Ely and district, *add F.11/65.*
2474	Building materials, Evesham and district, *add F.11/65.*
1904	Building materials, Felixstowe, *add F.11/65.*
266	Building materials, Fleetwood area, *add F.3/66.*
1787	Building materials, Flintshire, *add F.4/66.*
1906	Building materials, Great Yarmouth, Gorleston and district, *add F.11/65.*
2767	Building materials, Grantham and district, *add F.11/65.*
1905	Building materials, Grays and district, *add F.11/65.*
217	Building materials, Halifax, *add F.11/65.*
2047	Building materials, Harrogate, *add F.11/65.*
1907	Building materials, Harwich, Dovercourt and district, *add F.11/65.*
2441	Building materials, Horwich, *add F.1/66.*
2711	Building materials, Huddersfield and district, *add F.11/65.*
2242	Building materials, Hull and district, *add F.1/66.*
1908	Building materials, Huntingdonshire, *add F.1165.*
1658	Building materials, Ipswich, *add F.11/65.*
1734	Building materials, Keighley, Bingley and district, *add F.11/65.*
553	Building materials, Kendal and district, *add F.3/66.*
2699	Building materials, Kidderminster and district, *add F.11/65.*
1909	Building materials, King's Lynn and district, *add F.11/65.*
2712	Building materials, Lakes, *add F.11/65.*
89	Building materials, Lancaster and district, *add F.3/66.*
2456	Building materials, Leamington, Warwick and district, *add F.11/65.*
1696	Building materials, Leeds and district, *add F.11/65.*
1910	Building materials, Leighton Buzzard and district, *add F.11/65.*
74	Building materials, Leyland and district, *add F.2/66.*
2686	Building materials, Lichfield, *add F.11/65.*
2766	Building materials, Lincoln and district, *add F.11/65.*
1657	Building materials, Lowestoft and district, *add F.11/65.*
1656	Building materials, Luton and Dunstable, *add F.11/65.*
1390	Building materials, Macclesfield and district, *add F.3/66.*
1911	Building materials, Maldon and district, *add F.11/65.*
2687	Building materials, Malvern and district, *add F.11/65.*
528	Building materials, Manchester, Salford and district, *add F.3/66.*
2765	Building materials, Mansfield and district, *add F.11/65.*
2700	Building materials, Montgomeryshire, *add F.3/66.*
46	Building materials, Morecambe and Heysham, *add F.5/66.*
2298	Building materials, Morley and district, *add F.11/65.*
1234	Building materials, Mid Cheshire, *add F.3/66.*
2764	Building materials, Newark and district, *add F.1/66.*
1912	Building materials, Newmarket and district, *add F.11/65.*
95	Building materials, Northampton, *add F.3/66.*
1913	Building materials, North Herts and district, *add F.11/65.*
1655	Building materials, Norwich and district, *add F.11/65.*
1538	Building materials, Nuneaton and district, *add F.11/65.*
564	Building materials, Oldham and district, *add F.5/66.*
1228	Building materials, Ormskirk and district, *add F.2/66.*
2714	Building materials, Penrith and district, *add F.11/65.*
1914	Building materials, Peterborough, *add F.11/65.*
1500	Building materials, Peterhead, *add F.4/66.*
2048	Building materials, Pontefract and district, *add F.11/65.*
1697	Building materials, Pudsey and district, *add F.11/65.*
1741	Building materials, Redditch and district, *add F.11/65.*
1915	Building materials, Rickmansworth and district, *add F.11/65.*
2689	Building materials, Rotherham and district, *add F.11/65.*
1720	Building materials, Rugby, *add F.11/65.*
1544	Building materials, Scarborough, *add F.11/ 65.*

Registered No. of Agreement	Commodity
2427	Building materials, Scotland, *add C.6/66.*
2703	Building materials, Scunthorpe, *add F.5/66.*
1688	Building materials, Settle and district, *add F.11/65.*
2705	Building materials, Sheffield, *add F.2/66.*
1698	Building materials, Shipley and Baildon, *add F.11/65.*
1431	Building materials, Skegness and district, *add F.11/65.*
1726	Building materials, Skipton and district, *add F.11/65.*
2726	Building materials, South Craven, *add F.11/65.*
1654	Building materials, Southend-on-Sea, *add F.11/65.*
2449	Building materials, Spen Valley and Mirfield, *add F.11/65.*
1916	Building materials, St. Albans, *add F.11/65.*
1674	Building materials, Stafford, *add F.11/65.*
1791	Building materials, Stamford, *add F.11/65.*
109	Building materials, Stockport, *add F.3/66.*
2631	Building materials, Stourbridge and district, *add D.3/61.*
2463	Building materials, Stratford-upon-Avon and district, *add F.11/65.*
1917	Building materials, Sudbury and district, *add F.11/65.*
739	Building materials, Swadlincote and district, *add F.11/65.*
2450	Building materials, Tamworth, *add F.11/65.*
2447	Building materials, Todmorden and district, *add F.11/65.*
1099	Building materials, Wakefield and district, *add F.11/65.*
2724	Building materials, Walsall and district, *add F.11/65.*
2716	Building materials, W. Cumberland and district, *add F.11/65.*
1918	Building materials, West Herts and district, *add F.11/65.*
2460	Building materials, Wigan and district, *add F.11/65.*
1666	Building materials, Wisbech and district, *add F.4/63.*
1919	Building materials, Woodbridge, *add F.11/65.*
2448	Building materials, Worcester, *add F.11/65.*
2763	Building materials, Worksop, Retford and district, *add F.12/65.*
1940	Building materials, Wrexham and district, *add F.4/66.*
	C
2924	Camping goods (trading stamps), *add F.5/65.*
1079	Carbon and alloy tool steel, *add F.1/65.*
2799	Cast iron drain connections, D.2/63, *add C.3/66.*
2798	Cast iron rainwater and soil goods, D.2/63, *add C.3/66.*
941	Centrifugal apparatus, *add E.3/63.*
190	China stone, Potteries, Cornwall, *add D.7/66.*
3038	Credit cards (hotel and restaurants), hotel and restaurant meals (trading stamps).
	D
2797	Domestic solid fuel cooking and heating appliances, D.2/63, *add C.3/66.*
	F
3036	Fertilizers, Berkshire.
	G
1286	Gas coke, hard coke, Lancashire and district, *add F.2/64.*
821	Glass, C.12/59, *add F.8/65.*
2975	Grocery and provisions.
976	Ground flat stock material, F.6/65, *add C.6/66.*
	H
1081	High speed steel, *add F.1/65.*
2430	High speed steel, *add D.12/63.*
2431	High speed steel, *add D.12/63.*
2432	High speed steel, *add D.12/63.*
	M
3044	Machine tools.
3035	Meat, Dunfermline and district.
3041	Metal roof decking.
1222	Milk, Edinburgh, E.12/57, *add C.6/66.*
2988	Milk, Edinburgh, E.12/66, *add C.6/66.*
3040	Mobile hydraulic hammers, tools and accessories, Oxon, Bucks, Berks, Hants.
	N
2718	Newspapers (evening), *add D.9/64.*
2909	Newspapers (Sunday), *add D.6/66.*
1123	Non alloy steel wire rods, F.12/64, *add C.3/66.*
	S
2837	Sewing machines (domestic and commercial), *add F.3/66.*
213	Steel, F.12/64, *add C.7/66.*
3030	Strawberries, Wisbech and district.
	T
2249	Transmission equipment, *add D.9/65.*

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
46	Building materials	Morecambe and Heysham	F	May 1966
49	Building materials	Alderley Edge, Wimslow	F	May 1966
65	Building materials	Cardiff	F	June 1966
74	Building materials	Leyland and district	F	Feb. 1966
80	Building materials	Blackpool	F	April 1966
89	Building materials	Lancaster and district	F	Mar. 1966
95	Building materials	Northampton	F	Mar. 1966
109	Building materials	Stockport	F	Mar. 1966
111	Building materials	Crewe	F	April 1966
190	China stone	Potteries, Cornwall	D	July 1965
217	Building materials	Halifax	F	Nov. 1966
266	Building materials	Fleetwood area	F	Mar. 1966
528	Building materials	Manchester, Salford and district	F	Mar. 1966
553	Building materials	Kendal and district	F	Mar. 1966
564	Building materials	Oldham and district	F	May 1966
739	Building materials	Swadlincote and district	F	Nov. 1965
821	Glass	—	F	Aug. 1965
973	Building materials	Barrow-in-Furness	F	May 1966
1079	Carbon and alloy tool steel	—	F	Jan. 1965
1081	High speed steel	—	F	Jan. 1965
1163	Building materials	Ashton-under-Lyne, Stalybridge, Hyde district	F	July 1966
1165	Building materials	Burnley area	F	April 1966
1228	Building materials	Ormskirk and district	F	Feb. 1966
1234	Building materials	Mid-Cheshire	F	Mar. 1966
1286	Gas coke, hard coke	Lancashire and district	F	Feb. 1964
1290	Building materials	Burton-on-Trent	F	Nov. 1965
1390	Building materials	Macclesfield and district	F	Mar. 1966
1403	Building materials	Bury (Lancs.)	F	Feb. 1966
1431	Building materials	Skegness and district	F	Nov. 1965
1500	Building materials	Peterhead	F	April 1966
1538	Building materials	Nuneaton and district	F	Nov. 1965
1544	Building materials	Scarborough	F	Nov. 1965
1654	Building materials	Southend-on-Sea	F	Nov. 1965
1655	Building materials	Norwich and district	F	Nov. 1965
1656	Building materials	Luton and Dunstable	F	Nov. 1965
1657	Building materials	Lowestoft and district	F	Nov. 1965
1658	Building materials	Ipswich	F	Nov. 1965
1659	Building materials	Colchester and district	F	Nov. 1965
1660	Building materials	Clacton-on-Sea and district	F	Nov. 1965
1661	Building materials	Chelmsford and district	F	Nov. 1965
1662	Building materials	Billericay, Rayleigh and district	F	Nov. 1965
1663	Building materials	Beccles and district	F	Nov. 1965
1666	Building materials	Wisbech and district	F	April 1963
1667	Building materials	Cambridge	F	Nov. 1965
1674	Building materials	Stafford	F	Nov. 1965
1688	Building materials	Settle and district	F	Nov. 1965
1694	Building materials	Bradford and Queensbury	F	Nov. 1965
1695	Building materials	Dewsbury and Batley	F	Nov. 1965
1696	Building materials	Leeds and district	F	Nov. 1965
1697	Building materials	Pudsey and district	F	Nov. 1965
1698	Building materials	Shipley and Baildon	F	Nov. 1965
1699	Building materials	Wakefield and district	F	Nov. 1965
1707	Building materials	Barnsley	F	Nov. 1965
1720	Building materials	Rugby	F	Nov. 1965
1726	Building materials	Skipton and district	F	Nov. 1965
1734	Building materials	Keighley, Bingley and district	F	Nov. 1965
1741	Building materials	Redditch and district	F	Nov. 1965
1742	Building materials	Bromsgrove and district	F	Nov. 1965
1787	Building materials	Flintshire	F	April 1966
1788	Building materials	Chester	F	Mar. 1966
1791	Building materials	Stamford	F	Nov. 1965
1799	Building materials	Colwyn Bay and district	F	Nov. 1965
1812	Building materials	Bridlington	F	Nov. 1965
1897	Building materials	Bedford and district	F	Nov. 1965
1898	Building materials	Bishops Stortford and district	F	Nov. 1965
1899	Building materials	Brentwood and district	F	Nov. 1965
1900	Building materials	Bury St. Edmunds and district	F	Nov. 1965
1901	Building materials	Liss, Harleston and district	F	Nov. 1965
1902	Building materials	East Herts' and district	F	Nov. 1965
1903	Building materials	Ely and district	F	Nov. 1965
1904	Building materials	Felixstowe	F	Nov. 1965
1905	Building materials	Grays and district	F	Nov. 1965
1906	Building materials	Great Yarmouth, Gorleston and district	F	Nov. 1965
1907	Building materials	Harwich, Dovercourt and district	F	Nov. 1965
1908	Building materials	Huntingdonshire	F	No9. 1965
1909	Building materials	King's Lynn and district	F	Nov. 1965
1910	Building materials	Leighton Buzzard and district	F	Nov. 1965
1911	Building materials	Maldon and district	F	Nov. 1965
1912	Building materials	Newmarket and district	F	Nov. 1965
1913	Building materials	North Herts. and district	F	Nov. 1965
1914	Building materials	Peterborough	F	Nov. 1965
1915	Building materials	Rickmansworth and district	F	Nov. 1965
1916	Building materials	St. Albans	F	Nov. 1965
1917	Building materials	Sudbury and district	F	Nov. 1965
1918	Building materials	West Herts. and district	F	Nov. 1965
1919	Building materials	Woodbridge	F	Nov. 1965
1940	Building materials	Wrexham and district	F	April 1966
2047	Building materials	Harrogate	F	Nov. 1965
2048	Building materials	Pontefract and district	F	Nov. 1965
2237	Building materials	Dearne Valley	F	Nov. 1965
2241	Building materials	Brighouse	F	Nov. 1965
2242	Building materials	Hull and district	F	Jan. 1966
2249	Transmission equipment	—	D	Sept. 1965
2298	Building materials	Morley and district	F	Nov. 1965
2430	High speed steel	—	D	Dec. 1963
2431	High speed steel	—	D	Dec. 1963
2432	High speed steel	—	D	Dec. 1963
2441	Building materials	Horwich	F	Jan. 1966
2446	Building materials	Ashbourne and district	F	Nov. 1965
2447	Building materials	Todmorden and district	F	Nov. 1965
2448	Building materials	Worcester	F	Nov. 1965
2449	Building materials	Spen Valley and Mirfield	F	Nov. 1965
2450	Building materials	Tamworth	F	Nov. 1965
2456	Building materials	Leamington, Warwick and district	F	Nov. 1965
2460	Building materials	Wigan and district	F	Nov. 1965
2463	Building materials	Stratford-upon-Avon and district	F	Nov. 1965
2466	Building materials	Dudley, Tipton, Sedgley	F	Nov. 1965
2474	Building materials	Evesham and district	F	Nov. 1965
2631	Building materials	Stourbridge and district	D	Mar. 1961
2686	Building materials	Lichfield	F	Nov. 1965
2687	Building materials	Malvern and district	F	Nov. 1965
2689	Building materials	Rotherham and district	F	Nov. 1965
2694	Building materials	Carlisle and district	F	Nov. 1965
2697	Building materials	Clitheroe, Whalley and district	F	Nov. 1965
2698	Building materials	Accrington and district	F	Nov. 1965
2699	Building materials	Kidderminster and district	F	Nov. 1965
2700	Building materials	Montgomeryshire	F	Mar. 1966

(*Continued on next page*)

RESTRICTIVE TRADING AGREEMENTS, *continued*

Registered No. of Agreement	Commodity	Area	D or F	Date
2701	Building materials.	Aireborough	F	Nov. 1965
2703	Building materials.	Scunthorpe	F	May 1966
2704	Building materials.	Caernarvonshire and Anglesey	F	Nov. 1965
2705	Building materials.	Sheffield	F	Feb. 1966
2711	Building materials.	Huddersfield and district	F	Nov. 1965
2712	Building materials.	Lakes	F	Nov. 1965
2713	Building materials.	Darwen	F	Nov. 1965
2714	Building materials.	Penrith and district	F	Nov. 1965
2715	Building materials.	Altrincham, Sale and district	F	Nov. 1965
2716	Building materials.	W. Cumberland and district	F	Nov. 1965
2718	Newspapers (evening)	—	D	Sept. 1964
2724	Building materials.	Walsall and district	F	Nov. 1965
2725	Building materials.	Cannock and district	F	Nov. 1965
2726	Building materials.	South Craven	F	Nov. 1965
2752	Building materials.	Castleford	F	Nov. 1965
2756	Building materials.	Boston and district	F	Nov. 1965
2763	Building materials.	Worksop, Retford and district	F	Dec. 1965
2764	Building materials.	Newark and district	F	Jan. 1966
2765	Building materials.	Mansfield and district	F	Nov. 1965
2766	Building materials.	Lincoln and district	F	Nov. 1965
2767	Building materials.	Grantham and district	F	Nov. 1965
2837	Sewing machines (domestic and commercial)	—	F	Mar. 1966
2877	Beer, spirits, wines	—	F	April 1965
2909	Newspapers (Sunday)	—	D	June 1966
2924	Camping goods (trading stamps	—	F	May 1965
3017	Alcoholic beverages	Kilmarnock and district	F	July 1966
3043	Beer, spirits	Bothwell	F	May 1966

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreement	Commodity
*1257	Bacon, butter, cheese, ham.
*1185	Bacon, ham, lard.
2977	Newspapers (daily).
114	Steel and light alloy drop forgings.
2993	Woven and knitted fabrics – synthetic fibre fabrics.

An asterisk placed against the number of an agreement, indicates that proceedings have been initiated in Scotland.

BTA expect five million tourists a year by 1970s

MORE THAN 2,776,000 overseas visitors came to Britain last year – an increase of 13 per cent over 1964. This figure, quoted in the *Board of Trade Journal* of September 30, was contained in the annual report of the British Travel Association published on September 17.

British Travel Association research into current tourist trends shows that the increase in recreational traffic will grow even faster in the future – 'indeed, the opportunities for growth are almost boundless. By the 1970s we expect that Britain will be receiving five million visitors a year – and it was only in 1955 that we topped the million mark for the first time'.

The report goes on:

'But it is pure delusion to see in this an excuse for complacency. International tourism is growing, but we have to face the harsh fact that Britain's share of the world tourist market is now falling.

'Perhaps for the very reason that it was necessary to cross the sea to reach us, visitors used to make a longer stay when they got here than they did elsewhere. But travel is now becoming so easy and cheap that there is an increasing tendency for people to keep on the move, with the object of seeing more countries in the course of a single holiday. The adverse effect inevitably affects Britain more than the Continent.

'Moreover,' says the report, 'there has been a very rapid increase in the number of British holidaymakers going abroad. Our foreign competitors have captured a substantial proportion of our home market. Again, a number of reasons can be put forward. The Mediterranean sun is no less a magnet here than on the Continent; the amount of money spent in Britain on promoting holidays abroad is 10 times as great as that spent on the promotion of holidays within Britain; and while, as a result of expert marketing and 'packaging', the cost of international travelling has been reduced, here there has been a slow but inexorable rise in prices for British people holidaying in Britain.

'These developments have serious implications for us. The influence of tourism on the balance of payments grows every year and tourism is now recognized as the largest single item in international trade. How can we reverse the present trend and increase our share of this rich market, both at home and abroad? There is much to be done in the field of promotion, which has produced such enormous returns over the past 20 years. The BTA has revised its schedule of publications. And marketing schemes, which employ all the newest media of publicity, have been worked out for all the major markets. Money saved in moving the association's overseas offices from expensive "shop windows" to more economical and more efficient upstairs premises has been devoted to improving information and other services at home and abroad.'

The report goes on to say that improvement in promotions must be accompanied by an improvement in the product Britain aims to sell.

Developments needed

Hotel accommodation must be increased to meet demand, and new forms of holiday attractions and recreational facilities must be devised – especially those making greater use of historic buildings and stretches of countryside in the ownership of the state or of national institutions.

Regional and local authorities, especially the planning authorities, have an important part to play, says the report. The British Travel Association has suggested a national recreational plan and is increasing research in this field in co-operation with local authorities and national organizations.

Area tourist boards can do much to help the development of their regional assets. These organizations have also considerable responsibility in connection with the extension of the tourist season, which remains one of the most important objectives of the tourist and holiday movement.

'Transport and other physical equipment – and, indeed, the natural resources available for the recreation and enjoyment of British and foreign visitors – can be expanded enormously through more efficient organization and information services,' says the report.

'Our coast and countryside is little used throughout the year. Yet it gives the impression of overcrowding, since traffic tends to follow the traditional pattern of the past, concentrating leisure time away from employment into a few weeks and a few weekends of the year. A more extended season will offer a greater enjoyment to more people by increasing the profitability of the service trades, including transport, enabling them to improve and extend their services.'

The report concludes by saying that the British Travel Association has set out, in a document called 'Development of Tourism, 1966', its suggestions for action in a programme of tourist development. 'These are not intended to be pious hopes,' it comments, 'but constitute a programme of work which must be undertaken and achieved if the opportunities pointed to in this report are to be realized.'

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London Chamber mission to Netherlands

A 25-STRONG business group from the London Chamber of Commerce will visit the Netherlands from October 30 to November 3 under the leadership of Lord Macpherson of Drumochter, chairman of Macpherson, Train & Co. Ltd., and a member of the Council of the London Chamber.

One of the objects of the visit will be to follow up the successful British Week in Amsterdam in 1965, and to demonstrate the United Kingdom's continuing interest in the valuable Netherlands market.

The group will concentrate on consumer goods, primarily those for which the British Week demonstrated particular opportunities. The group will also include representatives of a number of service industries, including banking, shipping and advertising. Cities to be visited include The Hague, Amsterdam and Rotterdam.

Members of the group will have the opportunity of meeting Dutch businessmen in comparable fields for direct discussions, and will also discuss more general questions, such as the development of the Dutch economy, relations with the Common Market, and the working of the Dutch incomes policy with Government representatives and prominent industrialists.

Building materials salesmen for Australia

SEVEN EXECUTIVES of firms in the Building Materials Export Group will fly into Perth, Western Australia, on October 16 to begin a month-long selling tour of major cities in Australia and New Zealand. The mission will receive financial assistance from the British National Export Council, and will be led by Mr. R. C. J. Pasola of Gliksten Export Sales Limited.

Members of the mission will assemble in Singapore on October 16 to fly together to Perth. They will move on to Adelaide on October 19, to Melbourne on October 22, and to Sydney on October 29. They will leave Australia for New Zealand on November 5 to visit Auckland, Wellington, Christchurch and Dunedin before returning to London on November 16.

Committee changes: BNEC United States and BNEC Canada

VISCOUNT WATKINSON, chairman of BNEC United States, announces that Mr. T. E. B. Sopwith, chairman of Endeavour Holdings Ltd., has joined his committee.

Mr. P. C. Allen, chairman of BNEC Canada, announces that Mr. David L. Nicholson will join his committee. Mr. Nicholson is chairman of the P-E Consulting Group, a director of Charterhouse Group Ltd., and a director and vice-chairman of BTR Industries.

Mr. Fred Davies, head of the CBI North American department, will relinquish the appointment of executive secretary of BNEC United States and BNEC Canada (posts which he has held since the formation of these committees), and will become a member of each committee.

The secretary of BNEC United States is Mr. B. D. Renn, and of BNEC Canada, Mr. J. P. Pralle.

Note:

As announced last week, the new address of BNEC and its committees is now 6 *to* 14 *Dean Farrar Street, London, S.W.*1. (*Tel:* 930 3121. *Telex* 262264 *unchanged*).

Marketing man of the year

THE MAN who conceived 'instant lettering' and in 10 years built up a world-wide business which exports £1 million worth of its products a year to 83 countries, has been declared Marketing Man of the Year.

He is Mr. John Davies, chairman and managing director of Letraset Limited who has won the coveted Marketing Award presented by the 12,000-member strong Institute of Marketing.

John Davies wondered why someone did not invent a quick and simple alternative to the traditional methods of hand-drawing, typesetting or photography. With screen-printing authority Frederick W. Mackenzie he developed a method of using water to transfer type or lettering to paper from a sheet held in a frame.

The Marketing Award is made each year to a leader in industry and commerce who has led a management team to a notable achievement in gaining and expanding markets for British industry.

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has now entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, nearly 18,000 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

'Just ring "Call Export Intelligence", ask for inquiries, just for the pleasure of hearing the reception one gets; it brings sunshine into a wet Monday morning — and that's really saying something'.

An extract from the Finance and Commercial Comments of the London correspondent of *TEMA News*, published by the American office of the Export Merchants' Association.

Telephone numbers:

at HQ: London CITy 9633 Telex 25977

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BIRMINGHAM MIDland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW CITy 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) TATe Gallery 4355 Telex 25991
LONDON (Eastern Counties) TATe Gallery 6271 Telex 25991
MANCHESTER DEAnsgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178
COCKERMOUTH 3498

New Books

Regulations for the Electrical Equipment of Buildings. 14th edition. (242 pages. Institution of Electrical Engineers, Savoy Place, London, W.C.2, 17s. 6d.). Commonly known as the *Wiring Regulations*, this new edition of the electrical industry's bible has effect from October 1, 1966. Produced in the international A5 paper size, the new edition has been completely revised and recast. A large number of detailed technical changes have been made and new sections introduced relating specifically to caravan sites and caravan installations, and to agricultural and horticultural installations. The new edition has been approved by the Minister of Power and the Secretary of State for Scotland for their purposes, including those of the Building Standards (Scotland) Regulations 1963 and the Electricity Supply Regulations 1937. There is an excellent index.

Pest Control Products and Services. (72 pages. Free from the Industrial Pest Control Association, Alembic House, 93 Albert Embankment, London, S.E.1.). Included in this booklet are a directory of the members of the Association and a detailed buyer's guide to the products and services that they offer. The products include insecticides, rodenticides, fumigants, fungicides, weedkillers, wood preservatives and equipment to be used in conjunction with them. There are also an alphabetical list of proprietary and trade names and lists correlating the common names used elsewhere in the directory with the full systematic chemical names.

The Contractors' Plant Association Handbook, 1966-67. (558 pages. The Contractors' Plant Association, Orchard House, 14 Great Smith Street, London, S.W.1, 35s., post free). In addition to the names and addresses of members of the association (arranged alphabetically and under counties), this annual volume includes information relating to the hiring and operation of contractors' plant. The central portion of the handbook contains the schedule of rates of hire, terms and conditions, and a considerable section on legislation and agreements concerning the industry and affecting both employees and contractors' plant and road vehicles. Comprehensive, tabulated details of capacity, weights and measurements of a large number of items of plant are given, and there is a short section listing manufacturers and importers of contractors' plant.

The C. E. Buy-Guide. (163 pages. Lomax, Erskine Publications Ltd., 8 Buckingham Street, London, W.C.2, 20s., post free). This is the first edition of a new annual reference book which sets out to provide a complete buyer's guide to the plant and materials needed by civil engineers, contractors, surveyors and plant managers. Considerable attention has been given to making the commodity headings as specific as possible, so as to enable the user to find exactly what he is looking for. Where appropriate, headings have been sub-divided by size, capacity or particular application. Full directory information is given for the firms whose products are listed, including both head and branch offices; and there is an alphabetical index of trade names.

Management and Control of Business Records. (16 pages. Business Archives Council, Ormond House, 63 Queen Street, London, E.C.4, 4s.). This pamphlet replaces the Council's earlier *Methods of Listing, Indexing and Reporting on Business Archives*, and is intended as a guide to all who are concerned in the production, control, conservation and use of business archives. Advice is given on retention policies, microfilm and punched card records, accumulated uncontrolled records; and there are also notes for the guidance of research workers into business records.

Macy's USA: Who, What, Where and Why. A short introduction to R. H. Macy & Co., Inc. (32 pages. Free from R. H. Macy & Co., Inc., 52-53 Conduit Street, London, W.1.). As the title implies this glossy brochure describes the activities of this internationally known group of stores. A census of the various divisions of Macy stores is given, followed by seven double page spreads illustrating various promotional campaigns, one of which depicts 'A Festival of Britain at Lasalle's, Toledo'. Perhaps the most important section is that on 'Macy's Import Story', where there is a brief résumé of the functions of the foreign buying offices with a special note for companies who have not dealt previously with Macy's.

Bechuanaland, by B. A. Young (127 pages. 20s., by post 21s., from HMSO and Government bookshops). The eleventh volume in *The Corona Library*—a series of illustrated volumes dealing with the United Kingdom's dependent territories, prepared for the Colonial Office by the Central Office of Information – deals with Bechuanaland; and, following on the volumes for Swaziland and Basutoland, completes the series for what were the three British protectorates in the south of Africa. Since publication of this volume Bechuanaland has itself achieved independence (on September 30) as the Republic of Botswana. The book follows the general pattern of the series, bridging the gap between official reports on the one hand and books of travel on the other. Botswana, which was administered as a British protectorate for 70 years is a wholly land-locked country, being bordered on three sides by the Republic of South Africa and on the fourth by Rhodesia. It is a little larger than France, but supports only just over half a million people, mostly occupied in cattle raising. It is poor in natural resources and subject to periodic droughts. In fact no less than 12 per cent of the total potential labour force is employed in the Republic of South Africa, their remittances home being of the order of £500,000 a year. The author, an experienced journalist who served in Africa with the King's African Rifles during the war, describes the country's history and topography, the origins and ways of life of the different tribes which make up the Batswana people, economic organization, and educational and social amenities. The book is fully illustrated with photographs and line drawings, and has a folding map.

British Financial Institutions. Central Office of Information. (59 pages. 5s., by post 5s. 5d., from HMSO and Government bookshops). The *COI Reference Pamphlet* series, of which this booklet is no. 24, is produced primarily for distribution through the British Information Services in overseas countries; but they are also available in Britain. The series includes surveys of many British social, economic and political institutions, and of several former British colonies. It has become known as a useful source of concise and up-to-date factual information on the subjects covered. The present pamphlet is now in its third edition. The financial institutions described include the banking system, the gold and foreign exchange markets, organisations assisting the finance of business and trade, the issuing houses, and the London Stock Exchange. Investment trusts, savings banks, building societies and the insurance market are also dealt with. There is a short bibliography which serves as a guide to further reading. A fuller account of banking in Britain is provided by another title in this series, *The British Banking System* (HMSO, 4s., by post 4s. 5d., 1964).

Electronics and the Future. A Report on the Industry by the Electronics Economic Development Committee. (35 pages. Free from the Secretary, Electronics E.D.C., National Economic Development Office, Millbank Tower, London, S.W.1.). This report covers the first two years' work of the Electronics E.D.C. It has been produced mainly to promote comment and action on the conclusions and recommendations that have arisen in the course of its existence, to inform industry about its activities and to put together in one place statistics on and information about, work in this field. The approach chosen concentrates on imports and exports; and three broad groups of products – capital equipment, consumer goods and components – are examined in separate chapters. A further chapter examines topics relevant to more than one of these broad groups, such as export promotion and manpower. Part of this chapter is concerned with statistics, and an Appendix presents a collection of statistics on the electronics industry which are brought together in one place for the first time.

Emigration and Immigration: The Scottish Situation. (19 pages. Free from the Publicity Division, Scottish Council (Development and Industry), 1 Castle Street, Edinburgh 2). This survey, covering the period 1951 to 1964, gives the following main reasons why Scots leave Scotland for other parts of the United Kingdom: industrial change, unemployment, housing and low level of Government employment. The survey does not include emigration to other countries. It points out that Scotland loses no more people than other areas in Britain, but she has less immigration. It is stressed that unless the fall in the population can be checked, it will become a very real obstacle to industrial growth and thus an unprecedented scale of effort is required from all sections of the Scottish economy, and particularly from established manufacturing industry. The report contains several statistical tables and diagrams.

Regional Physical Planning. United Nations, Economic Commission for Europe. (72 pages. 7s. 6d., by post 8s. 2d., from HMSO and Government bookshops). At the first session of the Working Party on Urban Renewal and Planning of the ECE Committee on Housing, Building and Planning in 1963, it was agreed that an inquiry should be carried out on the relationship between urban renewal and town, regional and national planning in various countries. All the countries in ECE were invited to submit monographs on the relevant issues. Since then there has been a growing interest in regional physical planning and it was decided to extend the scope and issue the final report under that name. The first chapter discusses the definition of a region and of regional planning. Chapter II deals with the relationship between regional physical planning and regional economic planning. This is followed by an examination of the administration of regional physical planning and a section on research. Finally the 22 country monographs are presented in a summarized form.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Oct. 13 & 14	**Vehicles and miscellaneous stores**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Vehicles: Morris 'Mini Minor' and 1000 saloons; Hillman 'Husky' estate cars; Ford 'Popular', 'Zephyr', 'Anglia' and 'Consul' saloons; Land Rovers, Commer, Bedford, Thames, Austin trucks; Austin 'Champs'; Bedford 'Utilecons'; Morris and Bedford ambulances; Fordson Sulzer fire pumps; Matchless, Velocette and BSA motor cycles; Ransomes & Rapier cranes.

Miscellaneous Stores: Binoculars and telescopes; electrical equipment; pocket and stop watches; machine tools; steel lockers and racking; photographic equipment; batteries; old rubber, leather, mixed rags, canvas, webbing, etc.; rope 3 in. by 100 ft. (200 coils).

Oct. 18	**Machine tools, miscellaneous stores**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2, Yorks. (Tel. Leeds 20898.)**

Machine tools: Wilson and Robinson circular saw machines; Hopkins grinding machines; Blackburn & Cranshaw shearing machines; 18 Denham SS and SC lathes 12. diameter SOB 24 in. BC; Ajax bench drilling machines 230/250V; Morris grinding and buffing machines; Soag SS and SC lathes 13 in. to 15 in. diameter SOB 36 in. BC; Furtuna hand sawing machine.

Miscellaneous stores: Lister and Planet industrial tractors; Ransomes & Rapier and Mather & Platt pumping sets; Dennis trailer fire pump; electric drying ovens by Bartlett and Gallenkamp 230V; Onan generating sets 3 kVA; Allen auto-scythe; 2- and 4-wheeled trollets; ICI degreasing plant; Wild Barfield heat treating furnace 940°C 230V; Wickham steam cleaner 240V; Tangye hydraulic jacks (6, 25 and 32 tons); Albion, Rover, Austin and Bedford spares; used tyres; wireless spares; electric cable; workshop equipment; charging sets; bicycle kits and spares; generator spares; wooden crates and boxes; clothing and textiles including BD and denim blouses and trousers; raincoats; greatcoats; leather jerkins; shirts, vests and drawers; miscellaneous jackets, trousers and overalls, protective clothing; boots; blankets, pillows, curtains; table and drying cloths; manila or sisal ropes 3 in. by 100 ft.

Oct. 21	**Miscellaneous stores, including:**	**Command Ordnance Sub-Depot, Reed Hall Avenue, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. Colchester 73171.)**

Machine tools; air compressors; pneumatic hand drills; generating sets; charging sets with tools and spares; pneumatic grinders; gravity rollers; footwear and clothing; Newton 'Hydratruck' mechanical lifter; lifting blocks and tackle; ratchet jacks (12-ton lift); 10-ft. iron shod levers; and a large assortment of general stores.

Oct. 25	**Miscellaneous stores, including:**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square Bicester. (Tel. Bicester 2073.)**

Plant and equipment; binoculars and telescopes; electric motors; motor transport spares; stencil letter plates; footwear repair equipment; protective clothing; generators; copper tubing; kitchenware; block and tackle recovery equipment; photographic equipment; clothing and textiles; electronic valves; used tyres; Birlec vertical furnace.

Nov. 9	**Aircraft and aero engines spares, miscellaneous stores, including:**	**No. 16 Maintenance Unit, RAF, Stafford**	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331.)**

Standard 18 hp, Austin K4 and Caterpillar D8 engines; Land Rover, Austin and AEC spares; Coles crane spares; aircraft tools; Cooke, Troughton & Simms, Stanley, Watts and Ottway theodolites; aluminium boxes; wooden crates; pulley blocks and chains; radar and radio spares; 5 tons used tyes; miscellaneous chairs, lockers, tables, cupboards, etc.; parachute webbing and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

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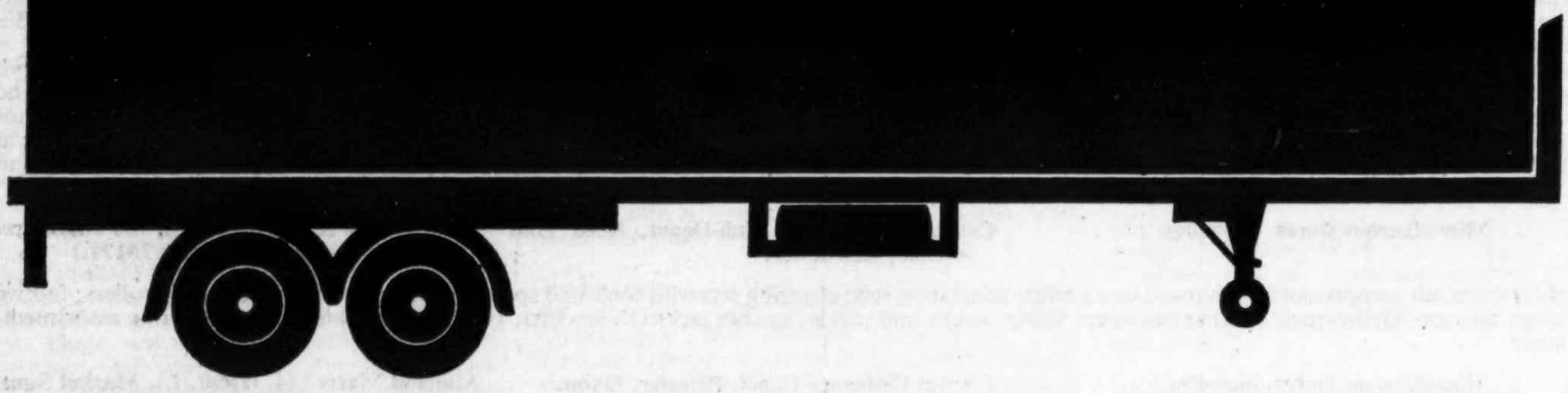

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 22	+22	+14
1963	118	119	135	130	119	103	132	104	144	145	132	+177	+113	+29	+55
1964	125	128	144	139	123	106	155	117	170	184	151	+513	+335	+72	+47
1965	128	132	152	147	125	108	160	127	168	189	157	+311	+201	+19	+57
1964 4th quarter	126	130	147	143	125	107	160	124	177	189	156	+108	+ 76	+30	+15
1965 1st quarter	128	132	150	146	127	108	162	131	168	191	158	+ 61	+ 28	—10	+12
2nd quarter	127	131	151	145	123	107	159	122	172	184	159	+ 95	+ 82	— 5	+ 7
3rd quarter	127	132	153	148	124	108	158	128	160	189	155	+117	+ 73	+21	+20
4th quarter	129	133	155	151	126	109	161	128	170	193	157	+ 38	+ 18	+13	+18
1966 1st quarter	130	133	162	155	130	110	162	130	165	183	165	+ 82	+ 42	N/C	+17
2nd quarter		133				110		121*	165*				— 11*	—22*	+28
1966 February		132				109									
March		135				110									
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964 4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965 1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966 1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279		159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter								322	253				
1966 February	165	120	134·4	+4·5	114·1	131·3	165·4	277	281		159	159	
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	123*	137·0	+3·5	116·7*	133·6*	169·7	305	268		165	151	
August			137·8	+3·8	114·2*	133·7*	169·8	318	255		164	163	
September								344	235				

* Provisional. † Not seasonally adjusted.

British construction work overseas, 1965-1966

Contributed by the Ministry of Public Building and Works

BRITISH BUILDING and civil engineering firms obtained new contracts for construction work overseas to the value of £190 million during the 12 months ending March 1966, according to figures compiled by the Ministry of Public Building and Works. This is £8 million less than the figure for the 12 months ending March 1965, which included exceptionally high orders obtained by Constructors John Brown Ltd. for the Algerian pipe line at £25 million and two chemical plants in Russia at £10 million. Nevertheless, the level is very encouraging and is still the second highest since records began in 1955. The indications are that several new firms have obtained overseas contracts this year for the first time. The value of work carried out during the year was £169 million, and the value of work outstanding at the end of the year was £181 million; both figures being slightly higher than those for the last year. This work was carried out in 96 countries by 92 different United Kingdom contractors. The table (on page 877) gives an analysis of the contracts obtained and work done overseas by British firms during the past three years.

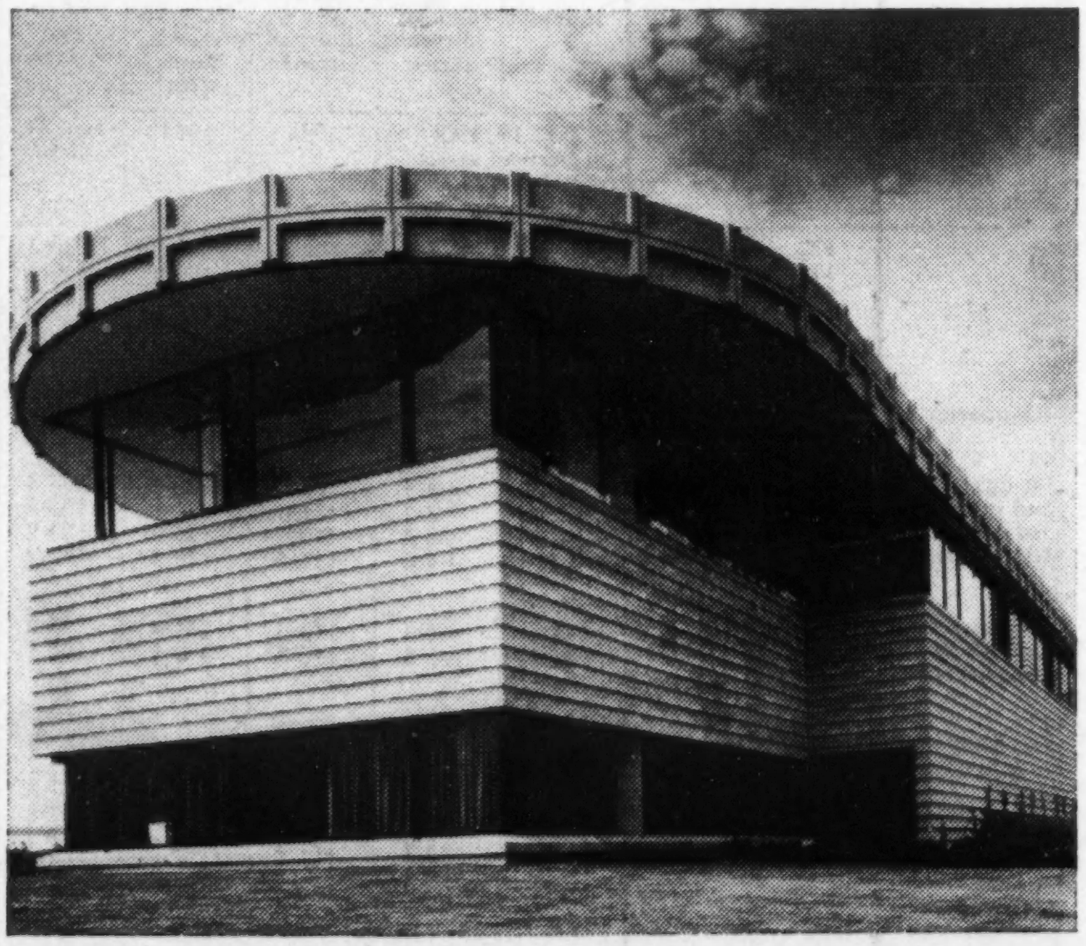
Taylor Woodrow Construction Ltd., in association with a French company, entered on a £2 million office building project in Paris, which is the first of its kind to be undertaken by a British group in Paris since the war. The building, which will provide a total floor area of 92,000 sq. ft. on nine floors, is the second major office development in the West End of the city in 25 years. Other contracts obtained by British firms in Western Europe included a package deal contract in the sum of nearly £1 million received by Sir Lindsay Parkinson & Co. Ltd. from the States of Jersey, for a scheme including dwellings, garages, roads and sewers: and contracts in Belgium to the value of £450,000 awarded to Richard Costain Ltd. for factory and office buildings, which are among the first design and build contracts to be awarded there to British firms.

In Russia, Constructors John Brown Ltd. were awarded a £1 million contract for the design, supply and supervision of construction of organic peroxide plants at Kazan. These plants will have a total production capacity of 2,350 metric tons per year and will provide catalysts for the Soviet chemical industry. Another important Russian contract was awarded to British Insulated Callender's Cables Ltd. for the supply of a complete plant of BICC design for the manufacture of mineral insulated electric cables and thermocouples.

In Canada, where British firms made a notable contribution to construction work, the Canadian member of the Mitchell Construction Kinnear Moodie Group Ltd. was awarded contracts to the value of over £3¼ million by the Ontario Research Foundation and the Toronto Board of Education for research and educational establishments in Toronto. Other contracts of a similar nature, and worth £1½ million in all, were awarded to the Canadian company of the Laing Group for work for the Simon Fraser University, Vancouver; and for the Provincial Government of Alberta in Edmonton. Laings also obtained a £2 million contract for a new pulp mill on Vancouver Island. The mill will contain one of the world's largest continuous digesters, and will also incorporate a central control corridor, which is an entirely new concept in pulp mill design. Another important contract was for the first automotive chassis frame plant in Canada, worth £1¾ million approximately, awarded to the Anglin-Norcross Corporation, the Canadian member of the Cubitt Group. This plant, being built at Kitchener, Ontario, will take over part of the chassis frame production for manufacturers who at present have to depend for supplies on the United States. The Cementation Co. (Canada) Ltd., a member of the Cementation Group, which has world-wide experience in engineering projects with problems of unstable and wet ground conditions, was awarded a contract for sinking four shafts at potash mining development near Saskatoon, Saskatchewan, where a major obstacle to the operation is a zone of water-laden sand and silt. The company will sink the shafts through this zone by freezing the ground from the surface. The shafts will be concrete-lined, with cast iron tubing lining through the unstable ground section.

The Cementation Group was also successful in obtaining large contracts for shaft sinking in South Africa for the Hartesbeestfontein and the Kloof gold mining companies. The contracts, valued

£2 million office block in Paris, by the Compagnie Francaise d'Entreprises, Paris, with Taylor Woodrow Construction Ltd.

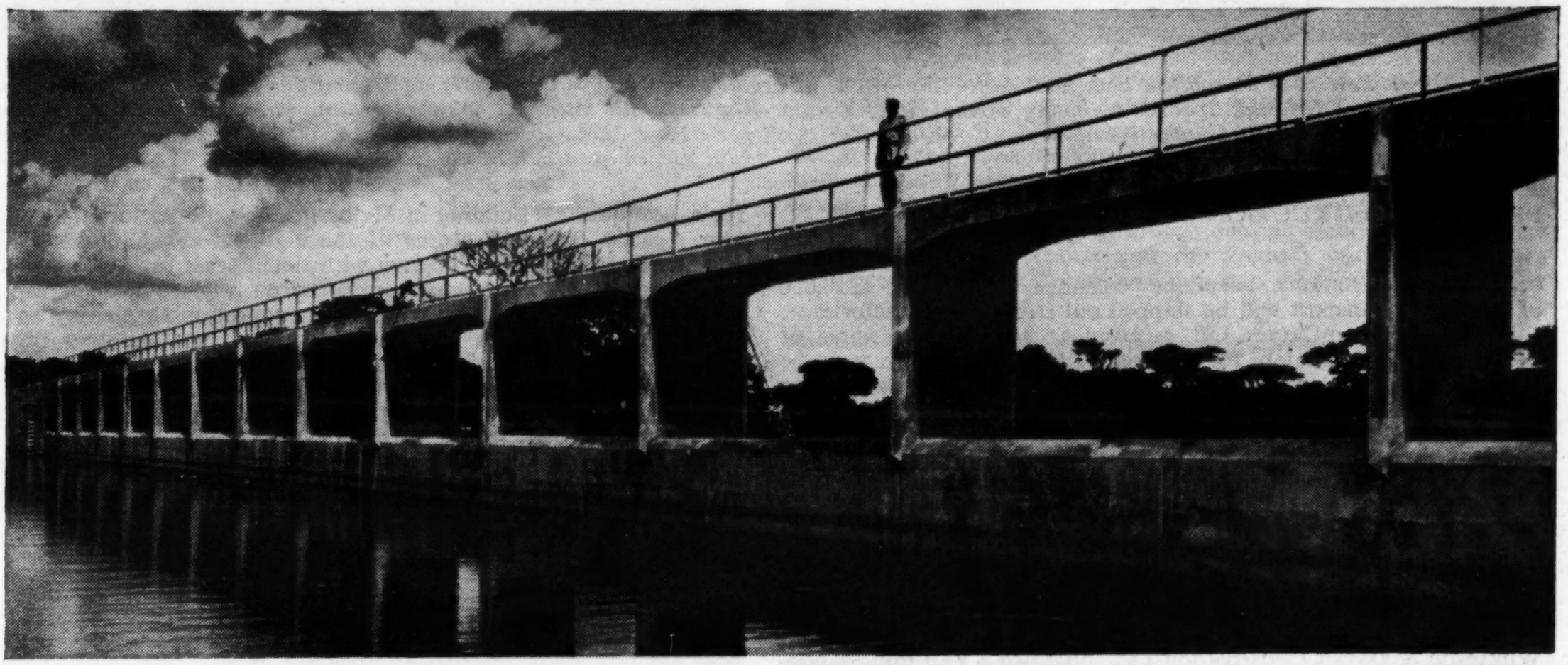


New office building built by the Mitchell Construction Company (Canada) for Dow Corning Silicones Limited, Toronto.

at £1.6 million and £2 million respectively, are for shafts which will be the largest of their kind in the world, reaching a final depth of about 6,700 feet, and having final internal diameters of about 30 ft. The Mitchell Construction Co. Ltd. and Richard Costain Ltd. were awarded contracts in Zambia including one of £1.4 million to Costain for the construction of a new runway threshold, taxi ways, aprons, and supplementary works for the Lusaka New Airport: and a second one of £1.5 million to Costain for the further development of the Zambia University at Lusaka. The work includes a library, assembly halls, dining halls, student accommodation. science buildings and offices. Costain (West Africa) obtained a £930,000 contract for road works in Nigeria; and a building and civil engineering sub-contract of £800,000 as part of a £4.7 million Nigerian Telecommunications Development Project, the main contract for which was awarded to the Automatic Telephone and Electric Co. Ltd., in consortium with British Insulated Callender's Cables. The Taylor Woodrow Group were also awarded various contracts in Nigeria and in Ghana. In Uganda, the Mowlem Construction Company was awarded a £3 million contract for the construction and equipment of 11 100-bedded rural hospitals to be built at different places throughout the country over a period of four years.

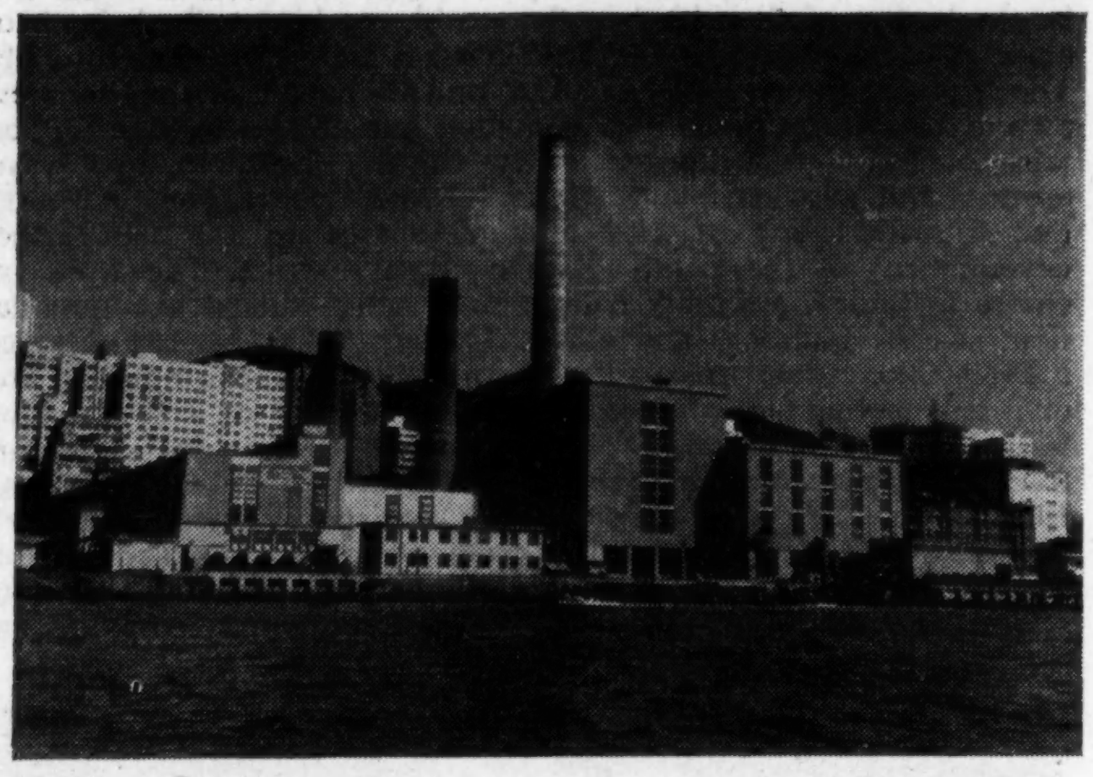
In the Mediterranean area, the Taylor Woodrow Group were awarded a £500,000 contract for the construction of port facilities near Beirut. Further east, Richard Costain (Arabia) Ltd., in association with the Mohammed Bin Ladin Organization, secured a £1.2 million contract for the construction of a steel rolling mill at Jeddah, Saudi Arabia. The machinery for the mill is to be supplied by another British firm, W. H. A. Robertson & Co. Ltd., of Bedford. In the Sultanate of Muscat and Oman, a £2 million contract was awarded to George Wimpey & Co. and Brown & Root Overseas to construct by 1967 the first phase of an oil base camp near Muscat for Petroleum Development (Oman). Work includes building all the roads, more than 100 houses with all attendant facilities (hospital, supermarket, stores, school, club, etc.), transport

(*Continued on next page*)



During July Costain (Zambia) Ltd. completed construction of the earth dam, concrete spillway and intake works on the River Kafubu for the Municipal Council of Ndola, Zambia. The Kafubu Water Supply Scheme will provide 20 million gallons per day to Ndola.

Print from a painting commissioned by the Cementation Group of Companies, builders of the Tunis Hilton Hotel. Cementation carried out the entire project under a £2½ million contract.



Left: Aerial view of a £1 million new factory for the Michelin organization in Spain, recently completed and handed over at Vitoria by Laing Iberica SA, the Spanish company of the Laing Group. Right: North Point 'C' power station, built for the Hong Kong Electric Company Ltd. by George Wimpey and Co. Ltd.

BRITISH CONSTRUCTION WORK OVERSEAS, *continued*

depots, power stations, telephone exchange, etc. About £250,000 of plant and transport will be shipped out from British factories.

In India, Simon-Carves Ltd. received an order to the value of £4 million approximately for another battery of coke ovens to be built at Jamshedpur. The new battery (54 ovens) is a completely self-contained unit with its own coal and coke handling and semi-direct by-product plant, and has a rated throughput of 1,442 metric tons of dry coal per day. The ovens, of the underjet type, are arranged for compound firing using either coke oven or blast furnace gas. To the north, in Pakistan, the Pakistan International Airlines Corporation awarded a £4½ million contract to Taylor Woodrow International Ltd. for a new international airport at Dacca, involving nearly 2½ million cubic yards of earthmoving and the placing of over 270,000 cubic yards of concrete.

In the Far East, the Taylor Woodrow Group, in association with Wilkinson & Davies Construction Ltd., obtained a £3.7 million contract in face of international competition, for the construction of a reinforced concrete overbridge at Wellington, New Zealand. The structure, which will consist of two closely-parallel three-lane bridges each approximately 4,600 ft. long, is one of the largest undertakings of its kind in the country. Completion is scheduled for 1970. The New Zealand subsidiary of Holland and Hannen and Cubitts Ltd. is to build Auckland University Library under a £1.1 million contract with the New Zealand Government. The project, part of a £20 million development programme, will contain a basement, ground floor, first floor, mezzanine, and a five-storey tower block. In Australia, Costain (Australia) Pty. Ltd. have been awarded a £330,000 contract for a radiotherapy block at the Prince of Wales Hospital, New South Wales; and a £1¼ million contract for a headquarters building in Melbourne for the Victorian Totalisator Agency Board. Features of the eight-storey building will be the first-floor betting auditorium with tiered seats for 160 telephone operators: 12 film projectors operating on a 75 ft. wide screen to give the latest course information: air conditioning plants: and a computer to assist with pre-race collation of bets. Another British firm active in Australia is Keir of London, who are associated with J. O. Clough & Sons of Perth, Australia, in a £800,000 contract for the construction of the first stage of a £8 million road scheme designed to speed traffic through and around Perth. George Wimpey and Co. were awarded a £1 million contract by the Hong Kong Electric Company to remove a 150 ft. hill on a small island off Hong Kong. Most of the land to be reclaimed will be used for the construction of a new power station with an initial capacity of 240 MW.

Work of British architects overseas

British architects are responsible for a substantial amount of work of high quality in design and construction for both public and private clients in over 70 countries. Out of nearly 3,500 private architectural practices in Britain, some 350 have designed buildings overseas. A number of practices with headquarters in the United Kingdom maintain permanent offices overseas to deal with a growing volume of commissions.

In terms of hospital building alone, the total work for which British architects have been responsible during the period 1965-1966 amounts to over £50 million. This figure is certain to increase over the next five years.

Apart from hospitals, British architects have designed banks, office blocks, sports centres, government and municipal buildings,

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Contracts obtained and work done 1964/1966.

Appendix A

£ million

Area	Total value of contracts obtained in the year ending			Estimated value of work done in the year ending			*Value of work outstanding at		
	March 31, 1964	March 31, 1965	March 31, 1966	March 31, 1964	March 31, 1965	March 31, 1966	March 31, 1964	March 31, 1965	March 31, 1966
Sterling	71	87	99	78	78	90	75	87	93
Dollar	36	55	75	34	49	53	29	38	58
Non-Sterling Western European	4	14	7	5	5	8	4	13	11
Other Non-Sterling	7	42	9	6	28	18	21	33	19
Totals	118	198	190	123	160	169	129	171	181

* Including extensions and increases in cost, less cancellations to contracts previously reported.

schools and colleges. Among recently completed examples are a paper mill in Jebba, Northern Nigeria, for the Nigerian Paper Mills Ltd. (architects: Arup Associates); a 13-storey office block for the United African Company at Lagos, Nigeria (architects: Watkins, Gray and Partners); and the first stage of a new University College at Dar-es-Salaam, Tanzania (architects: Norman and Dawbarn).

Fry, Drew and Partners have designed the new Government centre for Mauritius, which is almost complete, and work has recently begun on two new universities for Libya – at Tripoli and Benghazi (architects: James Cubitt and Partners).

Work of British consulting engineers overseas

On January 1, 1966, the capital value of works in hand overseas for which members of the Association of Consulting Engineers were responsible was £1,300 million. This shows an increase of £240 million on the 1965 figure.

In September 1965 the British Overseas Engineering Services Bureau was formed, with financial assistance from HM Government, with a view to increasing the volume of overseas work.

The bureau has already sent two missions overseas in 1966, one to Mexico in May, and another to the Philippines and Thailand in June-July. Half the expenses of the missions have been met by the British National Export Council.

It is too early to assess the success of the bureau's work in terms of specific appointments of British consulting engineers, but there can be little doubt that this new organization working full time on overseas appointments will produce worthwhile long term results. Competition from foreign competitors remains keen, and the help the bureau can give to consulting engineers working in the export field should enable them to hold their own.

Quantity surveying overseas

Quantity surveying services are being used in the construction industries of most developing countries. Quantity surveying, a profession originating in Britain, is being spread throughout the world by British chartered quantity surveying practices.

Industrial building in Italy, hotels in Portugal, offices in Kenya, mixed developments in Canada and the United States, universities in Iran, Iraq and Tunisia, hospitals in Libya, are only examples of building schemes where British firms of chartered quantity surveyors have been employed in varying capacities. The services provided adapt British systems to the conditions of each country and offer full preparation of Bills of Quantities and contract arrangements as well as cost control techniques giving the client value for money and the confidence of sound financial advice. The extent to which chartered quantity surveyors have been employed on contracts overseas in the past few years is illustrated by the number of inquiries the RICS Information Services have received on conditions in the construction industries of various countries, and there have also been many inquiries from foreign clients about the services provided by the British quantity surveyor.

The employment of British professional advisers can be of direct benefit to material exports and the quantity surveyor can help introduce competitive British products into these overseas countries.

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Tourist arrivals up 13 per cent on last year

THE BRITISH Travel Association, Britain's official tourist organization, said on September 30 that foreign visitors during July numbered nearly 524,000, an increase of 89,000 on the same month last year. The July arrivals brought the total number of foreign visitors to Britain in the first seven months of this year to 1,481,000. This was a rise of 175,000 (13 per cent) on the same period of record-breaking 1965.

Visitors from European countries in July numbered 359,000 – an increase of 69,000 on the month. They brought total European arrivals in the first seven months of the year to 930,000, which was a rise of 115,000 (14 per cent) on the period.

United States visitors in July totalled 123,000 – 7,000 more than in July last year. They brought total United States arrivals in the first seven months to 430,000, which was an increase of 37,000 (10 per cent) on the period.

The BTA spokesman said that final details of the numbers of arrivals from British Commonwealth countries during July were not yet available. It was estimated that these were also considerably higher than in the same month last year.

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Retailers' stocks in August

STOCKS HELD by retailers at the end of August were 7 per cent higher than the corresponding period last year, the same increase as in July and compared with an increase of 9 per cent at the end of the second quarter of the year.

In volume terms, retailers' stocks were 4 per cent higher than a year earlier.

Estimate of changes in total retail stocks

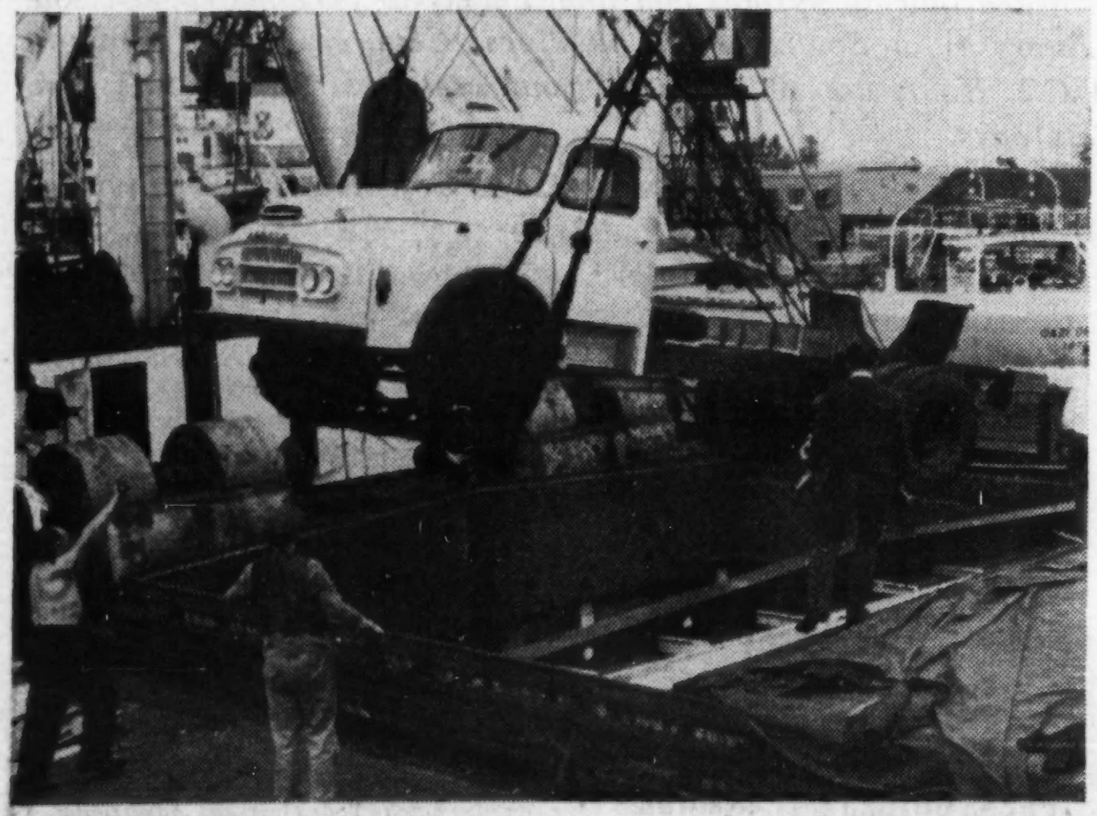
(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	107
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	129	133	134	142	152	134
1966. . .	130	132	143	142	146	145	137	143				
1961. . .	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962. . .	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963. . .	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964. . .	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965. . .	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
1966. . .	+7	+7	+7	+5	+7	+9	+7	+7				
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	130	115
1965. . .	110	112	121	121	123	120	116	120	120	128	137	120
1966. . .	116	118	127	126	129	129	121	125				
1961. . .	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962. . .	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963. . .	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964. . .	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965. . .	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5
1966. . .	+6	+5	+5	+4	+5	+7	+4	+4				

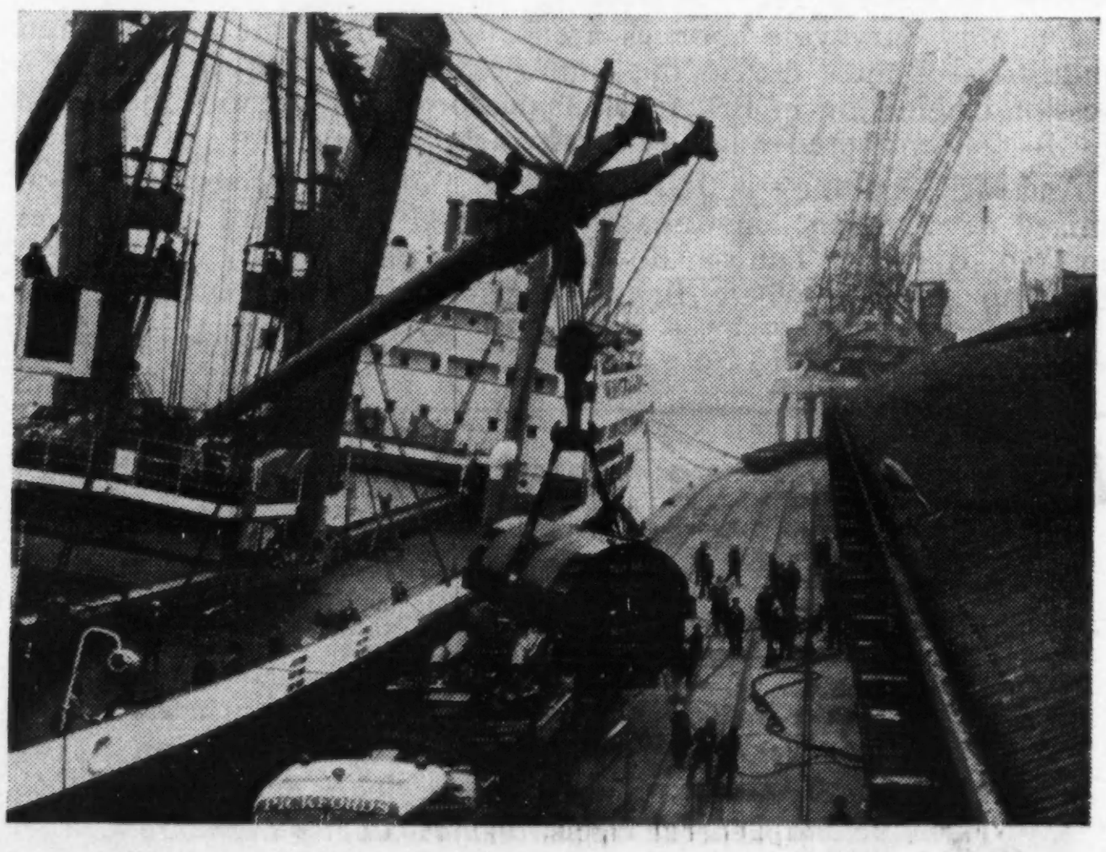
(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)

Overdrafts of the nationalized industries

THE TREASURY announce that the total bank overdrafts of the nationalized industries at September 21, 1966, amounted to £54.2 million, of which £43.2 million was from the clearing banks and £11.0 million from the Scottish banks.



A 5-ton Austin 'WF' chassis/cab destined for service in China is loaded at Tilbury docks, Essex. The truck is one of 58 5-ton 'WFs' and five 7-ton 'WF' tippers worth nearly £50,000, ordered by the China National Machinery Import and Export Corporation, Peking.



This stator forms part of the second of eight 200,000 kW steam turbo-generator sets on order from C. A. Parsons & Co. Ltd. for the Electricity Supply Commission of South Africa's Camden power station. These are being supplied under three contracts with a total value of approximately £16 million.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

Unit value index numbers of imports and exports (Table 1)

IN AUGUST the import and export unit value indices and the terms of trade were unchanged from the July levels of 109, 113 and 104 respectively (1961=100).

The average values for imported fruit and vegetables continued their seasonal decline in August, but this fall was largely offset by higher average values for imported bacon which returned to the level recorded in June. The fall in the basic materials index, which is shown as a drop of one point in the rounded index, was only marginal. The fuels and manufactured goods indices remained unchanged.

Fairly widespread, but slight, falls over the non-manufactured class of exports caused a drop of 1 per cent in the unit value index for that class. There were no major changes in the levels of the export unit value indices for manufactured goods.

Volume of imports and exports (Table 2)

The volume estimates of overseas trade in August continue to be disturbed by the after-effects of the shipping strike in May and June. The provisional values of trade were published on September 13 and the seasonally adjusted volume indices in the article reflect the same strong rebound in exports in August and the unchanged level of imports reported earlier. Owing to the distortions to the figures during the past few months, it is not possible to assess the recent underlying trends in the volume of exports or of imports.

The volume of exports increased sharply in August and continued the recovery from the low June figure of 100. The volume index of 126 in August was well above the pre-strike average of 121 in the first five months of this year and clearly included some shipments delayed by the seamen's strike. The volume of exports in the first eight months of this year has averaged 2½ per cent more than in the same months of 1965, compared with a 5½ per cent rise in value, but these comparisons are affected by the low figures for last June. A rise in volume has occurred in all categories of exports other than metals and textiles, which have fallen sharply from a year ago.

The volume of imports in August was practically unchanged from the previous month and still appeared to include some arrivals of goods delayed by the strike. The volume index in July and in August was 129, compared with the strike-depressed level of 114 in June and the pre-strike average of 126 in the first five months of this year. In the first eight months of this year the volume of imports has averaged 4 per cent more than in the corresponding months of 1965. Imports of manufactured goods have accounted for much of the rise on a year earlier; within this category, finished manufactures, particularly capital goods, were well up on the previous period. The volume of imported mineral fuels and lubricants and of the food, beverages and tobacco group also increased, but imports of basic materials were a little lower than a year earlier.

Note: This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

(*Tables continued on next page*)

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Capital Rials 250,000,000 (£1,200,000)

ASSOCIATED BANK IN LIBYA
BANK OF NORTH AFRICA
Capital & Reserve £L1,000,000 (£1,000,000)

UNIT VALUE AND VOLUME INDEX NUMBERS, *continued*

United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights. . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
1964 January .	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February .	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March . .	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April . .	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May . .	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June . .	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July . .	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August . .	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September .	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October .	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November .	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December .	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June . .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July . .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August . .	109	113	103	84	116	113	105	115	108	111	122	115	113	104

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

(*Tables continued on page* 881)

British commercial representatives overseas

THIS LIST, which is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal,* **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The Commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of full-time representatives in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. City 5757, Ext. 7146) (Telex 25977).
Inquiries relating to the list should be made to Export Services Branch at the address given opposite. (Tel. City 5757, Ext. 463).

ADEN – Mr. R. K. Hamilton, British Commercial Secretary, P.O. Box 5136, Maalla, ADEN. (Tel. Maalla 4856.)

AFGHANISTAN – Mr. G. F. Rance, Third Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., The Swiss Embassy, British Interests Section, 7 Chemin des Glycines, Edifice Cassiopée, Bâtiment B, ALGIERS. (Tel. 60.56.01-04).

ANGOLA (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ANTIGUA – There is no British commercial representative in Antigua. Inquiries (which should clearly indicate that they refer to Antigua) should be addressed to:
The British Trade Commissioner, BRIDGETOWN, Barbados (q.v.)

ARGENTINA – Mr. T. W. Keeble, H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Tel. 49-6681/7) (Telex 201-1666 a/b Prodroba).

AUSTRIA – Mr. E. Sniders, M.B.E., Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA (Tel. 73.15.-75/6/7.) (Telex 2053-13410 a/b BRITEMB).

AUSTRALIA – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Minister (Commercial), British High Commission. Commonwealth Avenue, CANBERRA, A.C.T., Australia. ('UKREP, Canberra.') (Tel. 72211.) (Telex 29-AA62043 a/b AA62043.)

CANBERRA – Mr. S. C. Stout, Counsellor (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T. ('UKREP, Canberra.') (Tel. 72211.)

SYDNEY – Mr. M. J. Marshall, Counsellor, British High Commission, London Assurance House, 20 Bridge Street, Sydney. ('UKREP, Sydney.') (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Counsellor, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('UKREP, Melbourne.') (Tel. 67-7254, 67-8601 (9 lines.))

BRISBANE – Mr. A. Vine, First Secretary, British High Commission, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('UKREP, Brisbane.') (Tel. 2-2307.)

PERTH – Mr. B. A. F. Pennock, First Secretary, British High Commission, ANZ House (7th Floor), 84 St. George's Terrace, Perth, Western Australia. ('UKREP, Perth.') (Tel. 21-5120 and 21-5128/9.)

NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section but messages for Commercial Officers will be passed to them as quickly as possible.

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

ADELAIDE – Mr. L. A. C. Newns, First Secretary, British High Commission, F.C.A. Building, 15 Franklin Street, Adelaide. ('UKREP, Adelaide.') (Tel. 51-4011/2.)

AZORES (C) – Praca 5 Largo Cinco de Outubro, PONTA DELGADA, San Miguel. (Tel. 22617.)

BAHAMAS – There is no British commercial representative in the Bahamas. Inquiries (which should clearly indicate that they refer to the Bahamas) should be addressed to:
The Senior Commercial Secretary, British High Commission, KINGSTON, Jamaica. (q.v.)

BAHRAIN – Commercial Officer, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. P.O. Box 114, Bahrain. ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)
For Bahrain, Qatar, Trucial States including Abu Dhabi, and Muscat and Oman regionally – Mr. M. R. Melhuish, First Secretary (Economic), H.M. Political Residency, P.O. Box 3, Manama, Bahrain. ('Prodrome, Bahrain.') (Tel. Jufair Military Automatic Exchange 811.428.) (Telex 201-216 a/b Prodrome BHN.)

BARBADOS – Mr. A. G. Elgar, British Trade Commissioner, British Trade Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN, Barbados. ('Tradcom, Barbados.') (Tel. 3525.)

BELGIUM – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-22703 a/b Prodrome Bruxls).

[The Consul at Antwerp and the Honorary Consuls at Ghent and Liège will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.]

ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

GHENT (Hon. C) – Monsieur F. Meyvaert, Dok 58, Ghent. (Tel. (09) 25.54.27 or 25.29.96).

LIÈGE (Hon. C) – Monsieur J. M. Delfosse, 45, Rue Beeckman, Liège. (Tel. (04) 23.58.31/2.)

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, Casilla 694, LA PAZ. (Tel. 29400/4.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

BRAZIL – Mr. C. T. Gandy, H.M. Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. Postal address: Caixa Postal 669-Zc-00. (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO (C.G.) – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Rue Conselheiro Chrispiniano, 72-4 (4° Andar), SAO PAULO. Postal address: Caixa Postal 846. (Tel. 35-4131.)

BULGARIA – Mr. G. W. Burnett, Second Secretary (Commercial) and Vice-Consul, British Embassy. Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 85361/2.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road. P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.

CAMBODIA – All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.

CAMEROON – Mr. T. Empson, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-400 a/b Prodrome YDE.)

[For inquiries relating to Government Departments and firms in Yaoundé.]

BUEA (C) – Mr. N. Morton, Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

[For all other commercial inquiries.]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. ('UKREP, Ottawa.') (Tel. 237-1530.) (Telex 206-013266 a/b Ukrep, Ottawa.)

OTTAWA – Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80, Elgin Street, Ottawa, 4, Ontario. ('UKREP, Ottawa.') (Tel. 237-
† 1530.) (Telex 206-013266 a/b Ukrep, Ottawa.)

MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Ukrep, Montreal.') (Tel. 866-5863.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ont. ('Ukrep, Toronto.') (Tel. 362-1223.)

VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Ukrep, Vancouver.') (Tel. 683-4421.) (Telex 206-045481 a/b Ukrep Vancouver.)

WINNIPEG – Mr. J. W. S. Corbett, D.S.O., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Man. (Ukrep, Winnipeg.) (Tel. 942-3151.) (Telex 206-035465 a/b Ukrep Winnipeg.)

EDMONTON – Mr. W. C. Hodgkins, British Trade Commissioner, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Ukrep, Edmonton.) (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep EDM.)

REGINA – Mr. H. W. Sturdy, British Trade Commissioner, British Government Office, Avord Tower, 2002 Victoria Avenue, Regina, Sask. ('Ukrep, Regina.') (Tel. 527-6459.)

ATLANTIC PROVINCES – Mr. L. Cox, British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. ('Ukrep, Halifax.') (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep HFX.)

QUEBEC CITY – The British Trade Commissioner, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep QBC.)

CENTRAL AFRICAN REPUBLIC – There is no British Commercial Representative in the Central African Republic. Inquiries (which should clearly indicate that they refer to the Central African Republic) should be addressed to:
The First Secretary, British Embassy, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Telex 201-400 a/b Prodrome YDE.)

CEYLON – Mr. J. F. Saunders, M.B.E., Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. ('UKREP, Colombo.') (Tel. 5357-9 and 7298-9.) (Telex 201-101 a/b 'Ukrep, Colombo'.)

CHAD – There is no British Commercial Representative in Chad. Inquiries (which should clearly indicate that they refer to Chad) should be addressed to:
The First Secretary, British Embassy, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Telex 201-400 a/b Prodrome YDE.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail): Bandera 227 (for visitors); SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome Santiago.)

CHINA Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 55-3931/2/3/4.)

COLOMBIA – Mr. M. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (Airmail address: Apartado Aéreo 4508, Bogota.') (Tel. 411051 and 349080.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO, DEMOCRATIC REPUBLIC OF (Formerly Belgian Congo) – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5/6/7.)

LUBUMBASHI (C) – Boulevard Elisabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 201-49 a/b Britain EVL.)

COSTA RICA – Mr. H. Halliwell, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. T. Heal, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, 9° Piso, Capdevila 101-103 (for visitors); HAVANA. (Tel. 61-5681/4.)

CURACAO – There is no British commercial representative in Curaçao. Inquiries (which should clearly indicate that they refer to Curaçao) should be addressed to:
The Counsellor (Commercial), British Embassy, Apartado 1246, CARACAS, Venezuela. (Telex 201-768 a/b 768 Procaracas.) (q.v.)

CYPRUS – The First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. ('UKREP, Nicosia.') (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.)

DAHOMEY – There is no British Commercial Representative in Dahomey. Inquiries (which should clearly indicate that they refer to Dahomey) should be addressed to:
First Secretary and Head of Chancery, British Embassy, Boite Postale 892, LOMÉ, Republic of Togo. (Telex 201-210 a/b Prodrome Lomé.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.)
† (Telex 2051-2706 a/b Prodrome KH.)

[There is also an Honorary Vice-Consul at Thorshavn who will be glad to see British business visitors and deal with routine commercial enquiries relating to the FAROE ISLANDS.]
Mr. A. Mortensen. British Vice-Consul, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)

DOMINICA – There is no British commercial representative in Dominica. Inquiries (which should clearly indicate that they refer to Dominica) should be addressed to:
The British Trade Commissioner, BRIDGETOWN, Barbados. (q.v.)

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (For correspondence: Casilla 314.) (Tel. 30070/3.)

GUAYAQUIL (C). – Mr. T. G. Simon, Consul, British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla K, Guayaquil.) (Tel. 15-392 & 15-243.)

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) 611, SAN SALVADOR. (Tel. 219667.) (*For correspondence: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

ETHIOPIA – Mr. F. W. W. Murray, M.B.E., First Secretary (Commercial) British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912.)

ERITREA (C.) – Mr. J. Bromley, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel.
† 12574 and 632826.) (Telex 2059-121122 a/b Britform HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)
TAIPEI (V.C.) – 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-20931 a/b Prodrome Paris.)

Commercial inquiries for the Paris Consular districts should be addressed to the Counsellor (Commercial), Commercial Department, British Embassy, Paris. Commercial inquiries for other Consular districts should be addressed as follows:

BORDEAUX (C) – 15 Cours de Verdun, 33, Bordeaux. (Tel. 52-28-35/6.)

LILLE (C.G.) – 60 Boulevard de la Liberté, Lille (Nord.) (Tel. 57.35.49 and 57.01.77.)

LYONS (C.G.) – 24 Rue Childebert, Lyons (2e), Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain Lyon.)

MARSEILLES (C.G.) – 24 Avenue du Prado, 13 Marseilles 6 (Bouches du Rhone.) (Tel. 37.68.54 and 37.66.95.) (Telex 2022-42307 a/b Britain Marsl.)

STRASBOURG (C.G.) – 10 Rue du General Castelnau, B.P. 42, Strasbourg (Bas Rhin). (Tel. 36.64.91.) Telex 2022-87995 a/b Bristra, Strbg.)

GABON – There is no British Commercial Representative in Gabon. Inquiries (which should clearly indicate that they refer to Gabon) should be addressed to:
The First Secretary, British Embassy, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Telex 201-400 a/b Prodrome YDE.)

GAMBIA – Mr. D. Higgins, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. ('UKREP, Bathurst.') (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, H.M. Minister (Economic), British Embassy, 77 Friedrich-Ebert Allee, 5300 BONN (Tel.
† Bonn 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN (C.G.) – Mr. A. D. Mitchell, Consul (Commercial), Uhlandstrasse 7-8, 1000 Berlin 12. (Tel. 935293-6.)

DUSSELDORF (C.G.) – Mr. R. H. Link, Consul (Commercial), Cecilienallee 14 and 16, 4000 Dusseldorf. (Tel. 434281-5.) (Telex 203-8-584855 a/b Comb. D.)

FRANKFURT (C.G.) – Mr. J. D. Lewis, Consul (Commercial), Zeppelinallee 47, 6000 Frankfurt/Main. (Tel. 773251-5.)

HAMBURG (C.G.) – Mr. J. Dawson, Consul (Commercial), Harvestehuderweg 8a, 2000 Hamburg. (Tel. 451351-5.) (Telex 203-213562 a/b BRHBGHD.)

HANOVER (C.G.) – Inquiries should be addressed to Hamburg.

MUNICH (C.G.) – Mr. K. J. Green, Consul (Commercial), Akademiestrasse 7-9, 8000 Munich. (Tel. 348094/5.)

STUTTGART (C.G.) – Mr. R. K. Robertson, Consul (Commercial), Konigstrasse 45, 7000 Stuttgart. (Tel. 293216/8.)

GHANA – Mr. S. J. Gross, Counsellor (Commercial), British High Commission, Barclays Bank Building, High Street, ACCRA. (Postal address: P.O. Box 296, Accra.) ('UKREP, Accra.') (Tel. 64651.) (Telex 201-239 a/b UKREP, Accra.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou † 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform ATHINAI.)

PIRAEUS (V.C.) – 24 Akti Possidonos. (Tel. 411345.)

SALONIKA (C.G.) – P.O. Box 332, 11 King Constantine Avenue. (Tel. 77982 and 78006.)

GRENADA – There is no British commercial representative in Grenada. Inquiries (which should clearly indicate that they refer to Grenada) should be addressed to:
The British Trade Commissioner, BRIDGETOWN, Barbados. (q.v.)

GUATEMALA – Mr. F. S. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUYANA – Mr. A. S. Payne, First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. ('UKREP, Georgetown, Guyana.') (Tel. 2881/3.)

HONDURAS – Mr. H. Gilmartin, First Secretary and Consul, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479.)

HONG KONG – Mr. M. P. V. Hannam, The Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. 230176.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, 6 Harmincad Utca, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.)

INDIA – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial), British High Commission in India, Chanakyapuri. NEW DELHI 21. ('UKREP. New Delhi.') (Tel. New Delhi 70371.)

DELHI – Mr. G. L. Simmons, Counsellor (Commercial), British High Commission, Chanakyapuri, New Delhi 21. ('UKREP, New Delhi.') (Tel. New Delhi 70371.)

CALCUTTA – Mr. J. N. McKelvie, Counsellor (Commercial), Office of the British Deputy High Commissioner, P.O. Box 9077, 1 Harrington Street, Calcutta, 16. ('UKREP, Calcutta.') (Tel. 44-5171.)

BOMBAY – Mr. J. H. Fawcett, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('UKREP, Bombay.') (Tel. 255391-6.)

MADRAS – Mr. M. W. R. Mustoe, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 5038, 6 Armenian Street, Madras, 1. ('UKREP, Madras.') (Tel. 23941.)

NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section but messages for Commercial Officers will be passed to them as quickly as possible.
Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

INDONESIA – All commercial inquiries should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1.

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Ferdousi, TEHERAN. (Tel. 45011 to 45014 and 45017.)

IRAQ – Mr. A. H. Birch, O.B.E., Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121-6.)

BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251-2-3.)

IRISH REPUBLIC – Mr. G. L. Pearson, M.C., First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. ('UKREP, Dublin.') (Tel. Dublin 65678/9.) (Telex 2027-5296 a/b Ukrep, Dublin.)

ISRAEL – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3).

ITALY – Mr. J. A. Ford, M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

MILAN (C. G.) – Mr. W. Sharpe, Consul (Commercial), British Consulate-General, Via F.Ili Gabba 1/a. (Tel. 862.490 and 862.492.) (Telex 2023-31528 a/b 31528 Britain.)

BARI (C) – Corso Vittoria Emanuele 147. (Tel. 211.504.)

CAGLIARI, Sardinia (Hon. V.C.) – Via San Lucifero 87. (Tel. 57.825.)

FLORENCE (C) – Palazzo Castelbarco, Lungarno Corsini 2. (Tel. 272594 and 284133.)

GENOA (C.G.) – Via Fieschi 8-12. (Tel. 564.833-5.)

MESSINA (Hon. C) – Palazzo I.N.A., Via 1 Settembre 54. (Tel. 42.151.)

NAPLES (C.G.) – Via Francesco Crispi, 122. (Tel. 303.883, 308.320 and 382.482.)

PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca 9 (Tel. 253364-6)

TURIN (C.) – Via Bogino 31. (Tel. 546908.)

VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408 and 27207.)

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. Kingston 22461/3.) (Telex 29-JA10 a/b 'Ukrep, Kingston.')

JAPAN – Mr. H. A. H. Cortazzi, Counsellor (Commercial), British Embassy, 1 Ichiban-cho, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. J. L. W. Hobbs, Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45 Awaji-cho, 4-chome, Higashi-ku. (Tel. 231-3355/7.)

JERUSALEM

ISRAELI SECTOR – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3.)

JORDANIAN SECTOR – Mr. G. W. Hopcroft, First Secretary (Commercial), British Embassy, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

JORDAN – Mr. G. W. Hopcroft, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

KENYA – Mr. L. Bevan, First Secretary (Economic), British High Commission, P.O. Box 30133, Fifth Floor, Shell House, Harambee Avenue, NAIROBI. ('UKREP, Nairobi'.) (Tel. 28001-10.) (Telex 201-20219 a/b 'UKREP, Nairobi.')

KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sodaimoon-Ku, SEOUL. (Tel. 220041/2.)

KUWAIT – Mr. B. L. Strachan, First Secretary (Commercial), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, KUWAIT. (Tel. 39221.)

LAOS – Mr. H. Docherty, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225616, 232195.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy. P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30, Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, BENGHAZI. (For correspondence: British Forces Post Office No. 55.) (Tel. 2118/2119/2120.)

LIECHTENSTEIN – Consul-General, ZURICH (for routine commercial inquiries covering Liechtenstein); the Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt. LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MACAO (C.) – Mr. N. Ions, Consul, British Consulate, 52, Avenida Republica, P.O. Box 44, MACAO. ('Britain, Macao.') (Tel. 2978 or 3181.)

MADEIRA (C.) – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 20009.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. (Tel. 206-50.) (Telex 201-226 a/b Prodrome TANNA.)

MALAWI – Mr. J. S. Renwick, First Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. ('UKREP, Blantyre.') (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial), British High Commission in Malaysia, P.O. Box 1030, 3rd Floor, Police Co-operative Building, 1 Jalan Suleiman KUALA LUMPUR. ('UKREP, Kuala Lumpur'.) (Tel. 81901/6.)

KUALA LUMPUR – Mr. R. L. Sutton, First Secretary (Commercial), Office of the British High Commission, P.O. Box 1030, 3rd Floor, Police Co-operative Building, 1 Jalan Suleiman, Kuala Lumpur. ('UKREP, Kuala Lumpur'.) (Tel. 81901/6.)

JESSELTON – Mr. H. B. Herring, Second Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Chester Street, Jesselton, Sabah. ('UKREP, Jesselton.') (Tel. 4233, 4378 and 4424.)

KUCHING – Mr. T. Duffy, First Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching. ('UKREP, Kuching.') (Tel. 3373/4.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. ('UKREP, Malta.') (Tel. Central 21285/6/7.)

MARTINIQUE (C.) – Mr. L. Devaux, Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

MAURITANIA, ISLAMIC REPUBLIC OF – There is no British Commercial Representative in Mauritania. Inquiries (which should clearly indicate that they refer to Mauritania) should be referred to:
The Second Secretary (Commercial), British Embassy, B.P. 6025, DAKAR, Republic of Senegal. (Telex 201-548 a/b Prodrome DKR.)

MEXICO – Mr. R. D. C. McAlpine, Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Colonia Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80-85.) (Telex 29-0177894 a/b Prodrome Mex.)

MOCAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MONGOLIA – Mr. R. Heath Mason, C.M.G., O.B.E., H.M. Ambassador, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 24.679.)

MONTSERRAT – There is no British commercial representative in Montserrat. Inquiries (which should clearly indicate that they refer to Montserrat) should be addressed to:
The British Trade Commissioner, BRIDGETOWN, Barbados. (q.v.)

MOROCCO

RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdallah, Boite Postale 45, RABAT. (Tel. 20905/6.) (Telex 29-31022 a/b Prodrome Rabat.)

CASABLANCA (C.G.) – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.40/1.)

TANGIER (C.G.) – Mr. J. G. W. Ramage, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel. 15895-7.)

MUSCAT and OMAN (C.G.) – Mr. D. Pragnell, Vice-Consul, British Consulate-General, MUSCAT. ('Britain, Muscat.') (Tel. 271.) See also under BAHRAIN for regional matters.

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU.

NETHERLANDS – Mr. J. A. Turpin, C.M.G., Counsellor (Commercial), British Embassy, Commercial Department, Lange Voorhout † 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)

AMSTERDAM (C.G.) – Herengracht 460. (Tel. 233229 and 233490.)

ROTTERDAM (C.G.)– Parklaan 18. (Tel. 131555 and 138762.)

NEW CALEDONIA – Inquiries should be addressed to Export Services Branch.

NEW HEBRIDES – Inquiries should be addressed to Export Services Branch.

NEW ZEALAND – Mr. J. L. Reading, C.M.G., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.1. ('UKREP, Wellington.') (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)

WELLINGTON – Mr. E. J. Lindley, First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. (UKREP, Wellington.') (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. J. D. Leithead, First Secretary (Commercial), British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) ('Tradcom, Auckland.') (Tel. 42-833 and 49-696.)

CHRISTCHURCH – Mr. J. R. Bolton, First Secretary (Commercial), British High Commission, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel 30-143.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA. (Postal address: Apartado 13, Managua, Nicaragua.) (Tel. 5301/2.)

NIGER – There is no British Commercial Representative in Niger. Inquiries (which should clearly indicate that they refer to Niger) should be addressed to:
The Second Secretary (Commercial), British Embassy, Boite Postale 2581, ABIDJAN, Ivory Coast. (Telex 201-706 a/b Prodrome Abidjan.)

NIGERIA – Mr. C. E. Dymond, Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060. G.P.O., Lagos, Nigeria.) ('UKREP, Lagos.') (Tel. 26441.) (Telex 201-247 a/b 'UKREP, Lagos.')

LAGOS – Mr. M. Z. Wasilewski, First Secretary (Commercial), British High Commission, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('UKREP, Lagos.') (Tel. 26441.) (Telex 201-247 a/b UKREP, Lagos.)

ENUGU – Mr. A. Dow, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 324, Garden Avenue, Enugu. ('UKREP, Enugu.') (Tel. Enugu 3216.)

IBADAN – Mr. G. R. Webb, Second Secretary (Commercial), Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street, Ibadan. (Postal address: Private Mail Bag 5010, Ibadan, Western Nigeria.) ('UKREP, Ibadan.') (Tel. 21551.)

KADUNA – Mr. H. A. Rogers, Second Secretary (Commercial), Office of the British Deputy High Commissioner, British and French Bank Building, Hospital Road, Kaduna. ('UKREP, Kaduna.') (Tel. Whitehall 2573/5.)

NORWAY – Mr. I. F. S. Vincent, M.B.E., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo.)

BERGEN (C.) – Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., Counsellor (Commercial), British High Commission, 1st Floor, Finlay House, McLeod Road, Karachi. ('UKREP, Karachi.') (Tel. 222641/4.)

KARACHI – Mr. R. Fox, First Secretary (Commercial), Office of the British High Commissioner, First Floor, Finlay House, McLeod Road, Karachi. ('UKREP, Karachi.') (Tel. 222641/4.)

LAHORE – Mr. D. R. Collard, First Secretary (Economic), Office of the British Deputy High Commissioner, P.O. Box 416, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. ('UKREP, Lahore.') (Tel. 62266/7.)

DACCA – Mr. T. W. Robinson, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, D.I.T. Building Annexe, Dilkusha Montijheel, P.O. Box 90, Dacca 3, East Pakistan. ('UKREP, Dacca.') (Tel. 44216/8.)

CHITTAGONG – Mr. K. W. Chesterman, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, P.O. Box 19, Chamber Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong'.) (Tel. 5971/2.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. Postal address: Box B, Balboa Post Office, Canal Zone, Panama. (Tel. 3-0453.) (Telex 201-3481020 a/b Propana.)

COLON (C) – P.O. Box 1108, Cristobal, Canal Zone. (Tel. 7-3075.) Also Box 448, Colon, R.P.

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, Casilla de Correo 404 (for correspondence); 25 de Mayo 171 (for visitors); ASUNCION. (Tel. 9146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. H. D. G. Collings, First Secretary (Commercial), British Embassy, P.O. Box 854 (for mail); Edificio Washington – 12th Floor (for visitors); Plaza Washington, Avenue Arequipa, LIMA. (Tel. 83830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. E. C. Kitson, First Secretary (Commercial), British Embassy, P.O. Box 295, 1414 Roxas Boulevard, 8th Floor, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. R. M. John, Counsellor (Commercial), British Embassy, Aleje Röz 1, WARSAW. (Tel. 281001-5.) (Telex 29-81-694 a/b Prodrome WA.)

PORTUGAL – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa, 35-39, LISBON 3. (Tel. 661191/5.)

OPORTO (C.G.) – Palacio Atlantico, 7th Floor, Praca D. Joao 1. (Tel. 22442/3.)

PORTUGUESE GUINEA – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Lisbon.
[Has overall responsibility but all commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

QATAR – Commercial Officer, H.M. Political Agency, P.O. Box 3, Doha. ('Political, Qatar.') (Tel. 22637.) See also under BAHRAIN for regional matters.

RUMANIA – Mr. A. Rendall, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16: 35/6.)

RWANDA – All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.

ST. CHRISTOPHER - NEVIS - ANGUILLA, ST. LUCIA, ST. VINCENT – There are no British commercial representatives in these islands. Inquiries (which should clearly indicate to which islands they refer) should be addressed to:
The British Trade Commissioner, BRIDGETOWN, Barbados. (q.v.)

SAUDI ARABIA – Mr. A. B. Ball, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. L. W. James, Second Secretary (Commercial) and Vice-Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. G. Rutherford, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/c, G.P.O., Freetown. (For visitors) B.W.A. Building, Oxford Street, FREETOWN. ('UKREP, Freetown.') (Tel. 23961-6.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, SINGAPORE, 1, ('UKREP, Singapore.') (Tel. 95016/7.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6 Hill Street. PRETORIA. (Tel. 74-3121.) (Telex 201-PX 1 a/b Prodrome PR.)

PRETORIA – Mr. F. S. Fielding, O.B.E., First Secretary (Commercial), British Embassy, 6 Hill Street, Pretoria. (Tel. 74-3121.) (Telex 201-PX 1 a/b Prodrome PR.)

CAPE TOWN (C.G.) – Mr. H. Niblock, Consul (Commercial), 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 500, Cape Town. (Tel. 3-7266/9. (Telex 201-CX 5-7301 a/b 5-7301 CT.)

JOHANNESBURG (C.G.) – Mr. J. T. Hyslop, Consul (Commercial), 8th Floor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.)

DURBAN (C.G.) – Mr. M. J. A. P. Sullivan, Consul (Commercial), Barclays Bank Building. Field Street, Durban. (Tel. 313131 (five lines.)) (Telex 201-6-7428 a/b 6-7428 DN.)

PORT ELIZABETH (C.) – Mr. D. S. Cross, Consul, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SPAIN – Mr. D. I. Dunnett, O.B.E., Counsellor (Commercial), British Embassy, Orfila 5, MADRID, 4. (Tel. 219 02 00 and 219 02 04.) (Telex 29-7656 a/b Prodrome, Madrid.)

NOTES
C.G.=Consulate General
C.=Consulate
V.C.=Vice-Consulate
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Consular offices – 'Britain' followed by the appropriate town name.

BARCELONA (C.G.) – Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)
BILBAO (C.) – 30 Gran Via. (Tel. 214780 and 214789.)
SEVILLE (C.G.) – Calle Frederico Rubio No. 12. (Tel. 228873/4/5.)
VALENCIA (C.) – Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)
VIGO (C.) – Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49. (Tel. 211450.)
PALMA DE MALLORCA (C.) – Calle General Mola, 6, 3° (28), Palma de Mallorca. (Tel. 1.20.85, 1.24.45.)
LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 264372.)
SANTA CRUZ (C.) – La Marina 7, Apartado 109, Santa Cruz, Teneriffe, Canary Islands. (Tel. 242000.)

SUDAN – Mr. R. W. Munro, Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. (Tel. 70760, 70766-9.)

SURINAM – Inquiries should be addressed to the First Secretary (Commercial), British High Commission, P.O. Box 625, GEORGETOWN, Guyana. (q.v.)
[There is an Honorary Vice-Consul at Paramaribo who will be glad to see British business visitors – Mr. C. H. Benz, British Vice-Consul, c/o Benz & Co. N.V., Kromme Elleboorgstraat 9, PARAMARIBO. (Tel. 2148.)]

SWEDEN – Mr. I. C. Mackenzie, C.B.E., Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. † 67.01.40.) (Telex 2024-1340 a/b Britform STH.)
GOTHENBURG (C.G.) – Ostra Larmgatan 16, Gothenburg, C. (Tel. 13.62.77.)
MALMO (C.) – Commercial Section, Lilla Nygatan 11, Malmö C. (Tel. 26625.)

SWITZERLAND – Mr. H. B. C. Keeble, C.M.G., Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21). (Telex 2052-32687 a/b Prodrome Bern.)
BASLE (C.) P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061)23.58. 43.)
GENEVA (C.G.) – Quai Wilson 41, 1201 Geneva. (Tel. (022) 31.94.70.) (Telex 2052-22956 a/b Prodrome GVE-A.)
ZURICH (C.G.) – Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b Britain, Zurich.)

SYRIAN ARAB REPUBLIC – Mr. I. S. Winchester, First Secretary (Commercial), British Embassy, Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. Postal address: P.O. Box 37, Damascus, Syrian Arab Republic. (Tel. 32561/3.)
ALEPPO (C.) – P.O. Box 7, Aleppo. (Tel. Aleppo 11218.)

THAILAND – Mr. W. J. Watts, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire. Boite Postale 892, LOME. Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome Lomé.)

TRINIDAD AND TOBAGO – Mr. H. B. McKenzie Johnston, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. ('UKREP, Port of Spain.') (Tel. 52861/6.) (Telex 201-POS 52342 a/b POS 52342.)

TRUCIAL STATES
DUBAI – Commercial Officer, H.M. Political Agency, 1st Floor, Mustafa bin Abdullatif Building, Dubai. ('Political, Dubai.') (Tel. 4225.) (Telex 201-226 a/b Political Dubai.)
ABU DHABI – Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.
See also under BAHRAIN for regional matters.

TUNISIA – Mr. E. H. Noble, M.B.E., Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. J. O. McCormick, C.M.G., M.C., Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-6.)
ISTANBUL (C.G.) – Mr. W. J. Cheesman, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 † a/b Britain IST.)
IZMIR (C.G.) – Mr. P. P. Galdies, Commercial Officer, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 33508.)

UGANDA – Mr. J. R. Leeland, First Secretary (Commercial), British High Commission, P.O. Box 2894, 5 Shimoni Road, KAMPALA ('UKREP, Kampala.') (Tel. 57054/59.) (Telex 201-4106 a/b 'UKREP, Kampala.')

UNITED ARAB REPUBLIC (Egypt) – Mr. R. A. Daniell, C.B.E., The Canadian Embassy, British Interests Section, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES
WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial); Mr. P. Ridley, Counsellor (Commercial); Mr. F. H. Jackson, First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.) † Area Code 202. (Telex 2064-440015 a/b Britamb 440015.)
[Commercial inquiries should be addressed to the Commercial Department, British Consulate-General, New York.]
NEW YORK (C.G.) – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022. (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. PL 2-8400.) Area Code 212. (Telex 2064-420543 a/b Prodrome or 2065-62515 a/b Prodrome.)
(Export Credits Guarantee Department's representative in N. America, Mr. R. F. L. Martin, at same address.)
ATLANTA (C.G.) – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691.) Area Code 404.

BOSTON (C.G.) – Mr. F. O. Darvall, C.B.E., Consul, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810.) Area Code 617.

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.) Area Code 312.

CLEVELAND (C.G.) – Mr. J. E. T. Thorne, Consul (Commercial), British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216.

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel. ME7-3600.) Area Code 214.

DENVER (C.) – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. 2-2729.) Area Code 303.

DETROIT (C.G.) – Mr. E. W. Busby, Consul (Commercial), British Consulate-General, 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

HONOLULU (C.) – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. Honolulu 561-048.)

HOUSTON (C.G.) – Mr. A. L. Kettles, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-2301/2/3/4.) Area Code 713.

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005.(Tel. DU 5-7381.) Area Code 213.

MIAMI (C.) – Mr. W. H. Adams, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Government Trade Office, 1209, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS (C.G.) – Mr. J. E. Litchfield, Vice-Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, 12, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania, 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 World Trade Building, Portland, Oregon 97204. (Tel. 227-5669.) Area Code 503.

SAN JUAN (C.) – Mr. H. Fletcher, Consul, British Consulate, 149 Paseo de Covadonga, P.O. Box 1307, San Juan 2, Puerto Rico, 00902. (Tel. 722-5055.)

ST. LOUIS (C.G.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate-General, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, Consul (Commercial), British Consulate-General, Hong Kong Bank Building, 160 Sansome Street, San Francisco, California 94104. (Tel. YU 1-3030.) Area Code 415.

SEATTLE (C.G.) – Mr. F. Culver, Vice-Consul (Commercial), British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.) Area Code 206.

[There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk, who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 or to the British Embassy, Washington, D.C.]

BALTIMORE (C.) – Mr. H. M. Stewart, Vice-Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.) Area Code 301.

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.) Area Code 703.

UPPER VOLTA – There is no British Commercial Representative in Upper Volta. Inquiries (which should clearly indicate that they refer to Upper Volta) should be addressed to:

The Second Secretary (Commercial), British Embassy, Boite Postale 2581, ABIDJAN, Ivory Coast. (Telex 201-706 a/b Prodrome Abidjan.)

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome MVD.)

U.S.S.R. – Mr. A. K. Rothnie, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12. Mr. Rothnie receives all visitors at his offices Kutuzovsky Prospekt 7/4, MOSCOW G-248, (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.)

VENEZUELA – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence), 12th Floor, Edificio Shell, Avenida La Estancia No. 10, Chuao, CARACAS. (Tel. 33.83.55-59.) (Telex 201-768 a/b 768 Procaracas.)

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Dai lo Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

YUGOSLAVIA – Mr. C. N. Jupp, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 23536.) (Telex. 11468 a/b 11468 YU Probel.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37.627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Commercial), British High Commission, Waddington Road. P.O. Box RW50, LUSAKA. ('UKREP Lusaka.') (Tel. 72097.) (Telex 201-4115 a/b Secretariat LS.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is therefore limited and it is advisable to address inquiries to the Board of Trade initially, rather than write direct to Trade Correspondents who may not always be in a position to provide an answer.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BASUTOLAND: The Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 464, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, Suva.

GIBRALTAR: Mr. E. H. Davis, O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

HAITI – Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 617, PORT-AU-PRINCE. (Tel. 3472.)

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box G.20, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarrie Street, Hobart. (Postal address: GPO Box 1068L, GPO, Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. 1072.)

Guide to countries in which towns are situated

Place	Country
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Alberta	Canada
Aleppo	Syrian Arab Republic
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Cagliari	Italy (Sardinia)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Colon	Panama
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Delhi	India
Denver	United States
Detroit	United States
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Floriana	Malta
Fort-de-France	Martinique
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Ghent	Belgium
Gibraltar	Gibraltar
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Innsbruck	Austria
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Liège	Belgium
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mocambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Basutoland
Melbourne	Australia
Messina	Italy (Sicily)
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	U.S.S.R.
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga (Pacific Islands)
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paramaribo	Surinam
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Piraeus	Greece
Ponta Delgada	Azores
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San Jose	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
San Sebastian	Spain
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Taipei	Formosa
Tamsui	Formosa

Place	Country	Place	Country	Place	Country
Tananarive	Malagasy Republic	Tunis	Tunisia	Warsaw	Poland
Tangier	Morocco	Turin	Italy	Washington	United States
Tarawa	Gilbert and Ellice Islands			Wellington	New Zealand
Tegucigalpa	Honduras			Windhoek	South West Africa
Teheran	Iran	Ulan Bator	Mongolia	Winnipeg	Canada
Tel Aviv	Israel				
Teneriffe	Canary Islands (Spain)				
The Hague	Netherlands	Valencia	Spain	Yaoundé	Federal Republic of Cameroon
Thorshavn	Faroe Islands (Denmark)	Vancouver	Canada		
Tokyo	Japan	Venice	Italy		
Toronto	Canada	Vienna	Austria		
Trieste	Italy	Vientiane	Laos	Zagreb	Yugoslavia
Tripoli	Libya	Vigo	Spain	Zurich	Switzerland

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade — including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects — you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX. 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – BOT LEEDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Somerset House, 37 Temple Street, Birmingham, 2 (Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
District Office: North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire.

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

Government Publications

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United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

Section or Division	Imports					Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	108	142	137	117	121	116	130	104	109	114	128
Unadjusted:													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
1965 August	114	102	106	125	126	106	107	105	117	94	96	102	122
September	121	105	109	132	139	109	138	104	128	104	100	100	108
October	121	106	105	130	145	116	129	115	130	103	113	110	125
November	124	116	104	142	139	132	143	131	140	107	118	131	148
December	125	105	109	167	139	123	130	120	124	102	108	118	140
1966 January	131	107	109	146	156	111	111	111	123	90	95	109	130
February	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*101*	*112*	*120*
2nd quarter	*120*	*102*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*125*	*138*	*109*	*110*	*109*	*129*	*104*	*103*	*104*	*121*
4th quarter	*119*	*103*	*110*	*132*	*134*	*113*	*119*	*113*	*130*	*107*	*102*	*109*	*125*
1965 1st quarter	*114*	*93*	*108*	*145*	*125*	*115*	*116*	*115*	*130*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*140*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*123*	*108*	*108*	*133*	*142*	*118*	*126*	*117*	*130*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*105*	*148*	*141*	*121*	*126*	*121*	*131*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*104*	*106*	*153*	*149*	*122*	*132*	*121*	*131*	*97*	*102*	*120*	*142*
2nd quarter	*122*	*99*	*99*	*149*	*149*	*114*	*124*	*113*	*130*	*93*	*98*	*112*	*127*
1965 August	*126*	*118*	*109*	*133*	*145*	*116*	*114*	*116*	*126*	*99*	*109*	*116*	*126*
September	*119*	*103*	*107*	*125*	*139*	*115*	*136*	*112*	*130*	*108*	*107*	*110*	*109*
October	*120*	*103*	*106*	*135*	*141*	*116*	*122*	*116*	*131*	*104*	*112*	*115*	*120*
November	*124*	*113*	*104*	*145*	*139*	*122*	*124*	*123*	*134*	*99*	*107*	*125*	*133*
December	*122*	*103*	*103*	*165*	*143*	*125*	*132*	*124*	*129*	*105*	*111*	*125*	*141*
1966 January	*127*	*106*	*103*	*143*	*150*	*117*	*119*	*115*	*128*	*95*	*101*	*110*	*144*
February	*127*	*104*	*107*	*165*	*148*	*127*	*140*	*127*	*137*	*102*	*111*	*111*	*147*
March	*124*	*100*	*108*	*150*	*148*	*121*	*135*	*120*	*128*	*93*	*95*	*124*	*136*
April	*123*	*98*	*100*	*155*	*152*	*120*	*131*	*119*	*133*	*100*	*103*	*116*	*146*
May	*127*	*103*	*102*	*160*	*154*	*122*	*132*	*121*	*140*	*94*	*104*	*126*	*120*
June	*114*	*94*	*95*	*133*	*140*	*100*	*109*	*99*	*118*	*84*	*87*	*95*	*116*
July	*129*	*104*	*110*	*153*	*157*	*116*	*121*	*115*	*128*	*99*	*100*	*113*	*132*
August	*129*	*111*	*112*	*157*	*150*	*126*	*115*	*127*	*146*	*102*	*103*	*130*	*141*

Retail sales in August

ESTIMATES of the volume of retail sales in August, after seasonal adjustment, suggest that the underlying trend continued fairly level. For August itself the seasonally adjusted index of the volume of sales was, in rounded terms, 109 (1961=100). Since the end of last year the index has fluctuated between 109 and 110, rising in May to 111 (which in unrounded terms was about 110½); the figure for August (about 109½ in unrounded terms) confirms that the slow rate of growth which had been present in the series earlier this year when compared with the trend in the latter part of last year had disappeared. This steadiness in the underlying trend was shared by food shops and by non-food shops, the volume of whose sales showed little change as compared with their average level in preceding months.

Table 1—Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 3rd quarter	121	119	123	118	121	126
4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
1965 July	121	119	123	118	121	126
August						
September						
October	121	121	122	113	124	127
November	124	122	126	124	122	129
December	123	123	123	118	121	126
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 3rd quarter	108	104	111
4th quarter	109	105	112
1966 1st quarter	110	105	114
2nd quarter	110	106	113
1965 July	108	104	111
August			
September			
October	108	104	110
November	110	105	114
December	109	106	111
1966 January	110	105	114
February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

As was indicated in the article on the July 1966 figures, allowances have been made in certain of the seasonally adjusted figures for August for a slight change in the seasonal pattern due to the shift in the date of the August Bank Holiday based on the experience of 1965. These allowances are particularly tentative, and special care is needed in interpreting the separate seasonally adjusted monthly figures for July and August.

The value of sales in August 1966 was 4 per cent higher than in August 1965, an increase much in line (bearing in mind the fluctuations in the series) with those recorded earlier this year.

Clothing and footwear shops

The value of sales by clothing and footwear shops in August was 3 per cent higher than a year earlier, an increase much the same as has, on average, been shown in earlier months. Sales by footwear shops with an increase of 3 per cent appeared to have done rather better as compared with a year earlier than they have, on the average, done for some months past. Men's and boys' wear shops and women's wear, etc., shops showed increases in line with recent experience.

Prices of clothing and footwear in August were 3 per cent higher than in August 1965.

Durable goods shops

The value of sales by durable goods shops in August was 1 per cent below their level in August 1965. This fall followed a somewhat greater than usual increase in July (4 per cent), though sales earlier in the year have been, on average, only 1 to 2 per cent above their level in corresponding periods of 1965. This reduction in August reflects the tightening of the hire purchase controls in July which, as the separate figures for hire purchase sales indicates, had a marked effect on credit business.

Sales of most of the kinds of business in this group showed a decrease on or were about the same as sales a year earlier. Gas and electricity showrooms which had shown increases in July as compared with July 1965 after a period of decreases again reverted to showing decreases on a year earlier in August. Included in this

(*Continued on page* 884)

Table 2—Analysis by form of organization

August – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	121	+ 4	118	+ 3	135	+ 5	98	Nil
FOOD SHOPS (h)	123	+ 5	121	+ 4	148	+ 8	98	Nil
Grocers	125	+ 5 (f)	120	+ 4	160	+11	96	Nil (f)
Butchers	111	+ 4	..		..		..	
Greengrocers, fruiterers	122	+ 5	126	+ 5	106	+ 1	79	—1
Fishmongers, poulterers	120	+ 1	..		..		..	
Bread and flour confectioners	133	+ 4 (g)	127	+ 4	143	+ 4	..	
Off-licences	122	+ 6	114	+ 5	129	+ 6	..	
Dairymen	130	+ 3	..		..		115	+2
NON-FOOD SHOPS	118	+ 4	..		..		..	
Clothing and footwear shops	110	+ 3	103	+ 2	120	+ 5	91	+1
Footwear shops	106	+ 3	110	+ 3	107	+ 3	87	+2
Men's and boys' wear shops	115	+ 4	115	+ 3	119	+ 5	91	+1
Women's, girls' and infants' wear, drapery and general clothing shops	109	+ 3	99	+ 2	126	+ 5	92	+1
Large (c)	—		102	+ 4	—		—	
Medium (c)	—		101	+ 4	—		—	
Small (c)	—		97	+ 1	—		—	
Durable goods shops	112	— 1	102	Nil	132	— 2	101	—5
Furniture shops	108	— 1	106	Nil	115	— 5	—	
Large (c)	—		106	Nil	—		—	
Medium and small (c)	—		106	Nil	—		—	
Other durable goods shops	117	— 1	97	— 1	138	— 1	—	
Radio and electrical goods etc. shops (e)	109	Nil	97	— 1	132	+ 2	—	
of which Rental specialists	..		..		166	+ 7	—	
Electricity showrooms	108	— 3	—		108	— 3	—	
Gas showrooms	187	— 4	—		187	— 4	—	
Miscellaneous non-food shops (b)	128	+ 5	..		..		..	
Confectioners, tobacconists, newsagents	132	+ 5	130	+ 5	147	+ 8	—	
Booksellers, stationers	..		131	+11	..		—	
Chemists, photographic goods dealers (d)	134	+ 3	138	+ 3	133	+ 5	110	—1
Jewellers	126	+ 4	125	+ 4	131	+ 3	—	
Leather goods, sports goods, toys and fancy goods shops	140	+ 4	..		..		—	
Ironmongers and hardware shops	118	+ 5	118	+ 6	119	Nil	—	
Other miscellaneous non-food shops	—		109	+ 6	—		—	
Department stores	99	+ 4	—		—		—	
Mail order businesses	148	+14	—		—		—	

Table 3—Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)		Food shops (*h*) (£4,154)		Non-food shops: Total (£4,986)		Clothing and footwear shops (£1,384)	Durable goods shops (£956)	Miscellaneous non-food shops (*b*) (£1,962)	Department stores (£457)	Mail order businesses (£227)
	Value	Volume*	Value	Volume*	Value	Volume*					
1963 Year	108 +4	103 +3	107 +3	102 +1	108 +5	104 +4	106 +5	109 +5	107 +4	108 +5	122 +13
1964 Year	113 +5	106 +2	112 +5	103 +1	114 +6	108 +4	110 +4	116 +7	114 +6	113 +5	142 +17
1965 Year	120 +6	108 +2	119 +6	104 +1	122 +6	111 +3	117 +6	121 +4	122 +7	118 +4	165 +16
1966 Year to date†	119 +5	105 +2	122 +5	104 +2	117 +5	105 +2	110 +3	116 +	120 +6	110 +4	164 +14
1965 3rd quarter	117 +6	105 +2	117 +5	102 +1	118 +6	107 +3	112 +7	118 +3	120 +6	113 +5	148 +20
4th quarter	139 +6	124 +2	127 +6	110 +2	148 +5	134 +2	146 +4	140 +3	145 +6	151 +3	219 +13
1966 1st quarter	115 +5	102 +2	120 +5	104 +2	111 +5	100 +3	99 +4	116 +1	113 +7	105 +5	162 +16
2nd quarter	122 +5	106 +2	123 +6	105 +2	121 +4	108 +2	118 +3	114 +2	122 +6	111 +3	176 +14
1966 April	121 +5	106 +3	125 +6	107 +3	118 +4	106 +2	112 +1	114 +3	122 +7	112 +2	163 +15
May	125 +7	109 +4	125 +8	106 +3	125 +6	112 +4	126 +6	116 +2	122 +6	115 +6	196 +15
June	120 +4	104 +1	122 +5	102 +1	119 +3	106 +1	116 +1	113 +1	121 +5	106 +1	170 +14
July	125 +5	109 +2	123 +5	104 +2	127 +4	113 +2	121 +3	126 +4	128 +6	134 +2	148 + 6
August	121 +4	104 +1	123 +5	105 +2	118 +4	104 +1	110 +3	112 —1	128 +5	99 +4	148 +14

(ii) Analysis by kinds of business: value only

(Sales in 1961 £ million)	Food shops: Grocers (*f*) (£2,397)	Butchers (£637)	Greengrocers, fruiterers (£323)	Fishmongers, poulterers (£81)	Bread and flour confectioners (*g*) (£196)	Off-licences (£139)	Dairymen (£367)	Clothing and footwear shops: Footwear shops (£229)	Men's and boys' wear shops (£281)	Women's wear shops (£874)
1963 Year	107 +3	103 +2	100 —2	108 +5	113 +6	114 + 6	110 +5	106 +4	107 +4	106 +5
1964 Year	112 +4	109 +6	103 +3	115 +7	119 +6	123 + 8	118 +7	109 +3	111 +4	111 +4
1965 Year	119 +6	113 +4	107 +4	120 +4	126 +6	135 +10	127 +7	114 +5	117 +5	118 +6
1966 Year to date†	123 +6	114 +3	118 +6	120 +1	130 +4	122 +10	132 +6	108 +3	114 +4	109 +3
1965 3rd quarter	117 +5	109 +4	109 +4	117 +2	127 +6	116 + 8	127 +7	112 +4	112 +7	112 +7
4th quarter	127 +7	121 +1	99 +3	125 +2	132 +6	207 +11	133 +8	137 +3	142 +4	149 +4
1966 1st quarter	121 +6	117 +2	104 +5	118 +1	127 +5	119 + 9	131 +7	92 +5	105 +5	99 +4
2nd quarter	124 +6	112 +3	127 +7	123 +2	131 +4	122 +11	132 +6	123 +2	119 +4	116 +2
1966 April	125 +6	116 +4	118 +5	128 +2	136 +4	126 +11	131 +7	115 —2	114 +3	110 Nil
May	125 +9	114 +5	128 +8	121 +5	133 +6	121 +13	133 +7	134 +7	126 +7	124 +6
June	122 +5	107 +1	133 +8	121 Nil	124 +2	119 + 9	132 +6	120 +1	118 +2	114 Nil
July	122 +6	112 +3	125 +6	118 Nil	132 +3	133 +15	133 +6	117 +1	124 +3	120 +4
August	125 +5	111 +4	122 +5	120 +1	133 +4	122 + 6	130 +3	106 +3	115 +4	109 +3

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)	Other durable goods shops: Total (£476)	Radio and electrical goods, etc., shops (*e*) (£372)	Electricity showrooms (£55)	Gas showrooms (£49)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)	Booksellers, stationers‡ (£60)	Chemists, photographic goods dealers (*d*) (£259)	Jewellers (£80)	Leather goods, sports goods, toys and fancy goods shops (£83)	Ironmongers and hardware shops (£235)	Other miscellaneous non-food shops (*i*) (£66)
1963 Year	103 +2	114 +9	110 +7	118 + 9	137 +19	107 +4	111 + 6	107 +4	105 + 5	103 + 2	107 +4	
1964 Year	111 +8	121 +6	114 +3	128 + 8	165 +21	113 +5	121 + 9	114 +6	118 +12	112 + 8	109 +2	113
1965 Year	117 +5	125 +3	116 +2	124 — 3	195 +18	122 +8	133 +10	120 +5	126 + 7	123 + 9	114 +4	118 +5
1966 Year to date†	113 +1	119 +2	113 +4	112 — 6	178 — 3	125 +8	128 +10	120 +6	110 + 5	108 + 7	115 +5	119 +2
1965 3rd quarter	115 +4	120 +3	110 +2	117 —12	202 +19	124 +8	121 + 8	122 +3	120 + 5	125 + 7	112 +4	108 +4
4th quarter	135 +4	144 +2	136 +3	137 — 9	212 + 6	136 +8	180 +11	143 +5	184 + 6	179 +10	127 +4	126 +2
1966 1st quarter	109 +2	122 Nil	117 +4	109 —14	177 — 7	122 +9	135 +11	109 +7	102 + 5	91 + 9	111 +6	116 Nil
2nd quarter	114 +1	115 +3	108 +4	113 — 4	173 — 1	125 +7	121 + 9	121 +6	109 + 6	109 + 6	117 +4	127 +3
1966 April	108 Nil	120 +5	115 +6	105 — 9	177 + 9	129 +9	124 +10	113 +7	105 + 7	110 + 9	119 +2	124 —3
May	118 +2	114 +2	104 +3	123 + 1	181 — 3	122 +7	123 +11	122 +5	108 + 6	109 + 6	120 +4	135 +7
June	116 +2	113 +1	106 +4	111 — 5	163 — 6	124 +6	116 + 8	128 +6	112 + 4	108 + 4	114 +5	122 +5
July	127 +2	126 +5	117 +5	126 + 9	190 + 4	132 +7	127 + 7	135 +8	128 + 5	125 + 5	117 +4	114 +3
August	108 —1	117 —1	109 Nil	108 — 3	187 — 4	132 +5	131 +11	134 +3	126 + 4	140 + 4	118 +5	109 +6

‡Independent retailers only. *Average 1961 prices. †January-August.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1966 sales was the four weeks from July 31, 1966, to August 27, 1966, the corresponding period in 1965 was from August 1, 1965, to August 28, 1965. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

RETAIL SALES, *continued*

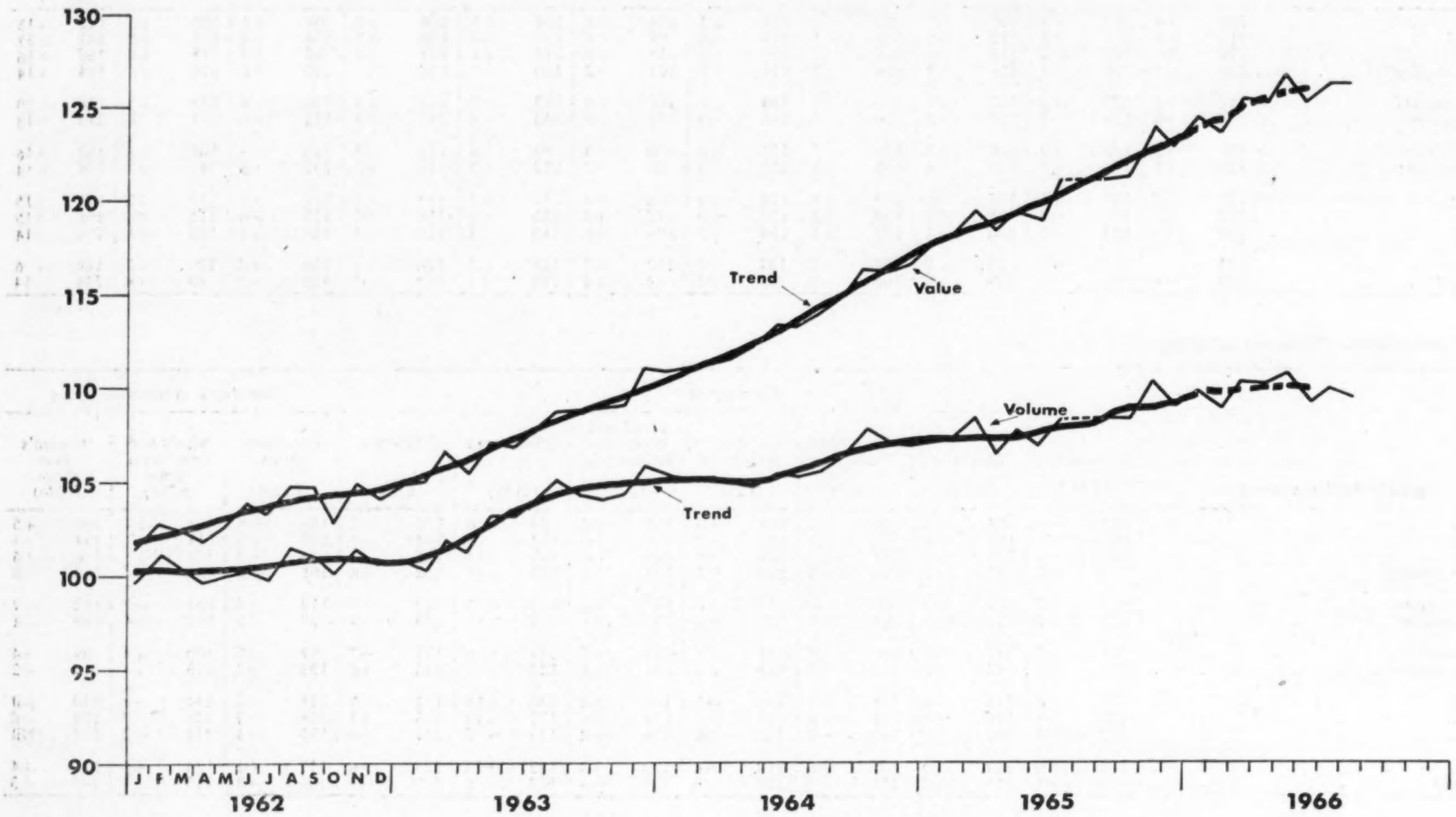
group are rental specialists whose receipts from the renting of television and radio sets continued to show increases on a year earlier.

Prices of durable goods in August were 3 per cent higher than in August 1965.

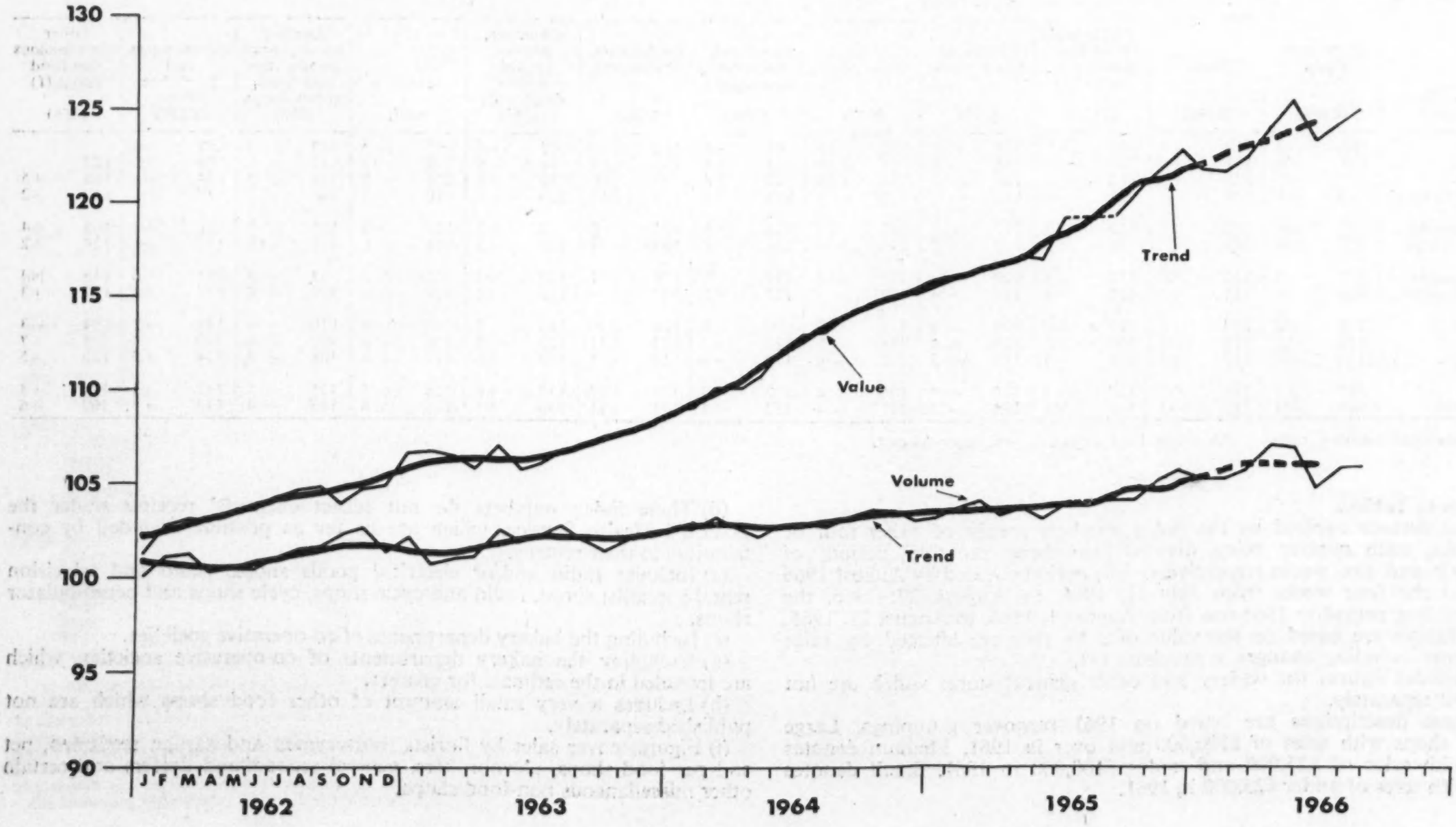
Other non-food shops

Most kinds of business within this group showed increases in sales as compared with a year earlier similar to those in recent months. Mail-order businesses, whose sales showed a smaller increase in July than has recently been shown, recovered in August when sales were 14 per cent higher than a year earlier.

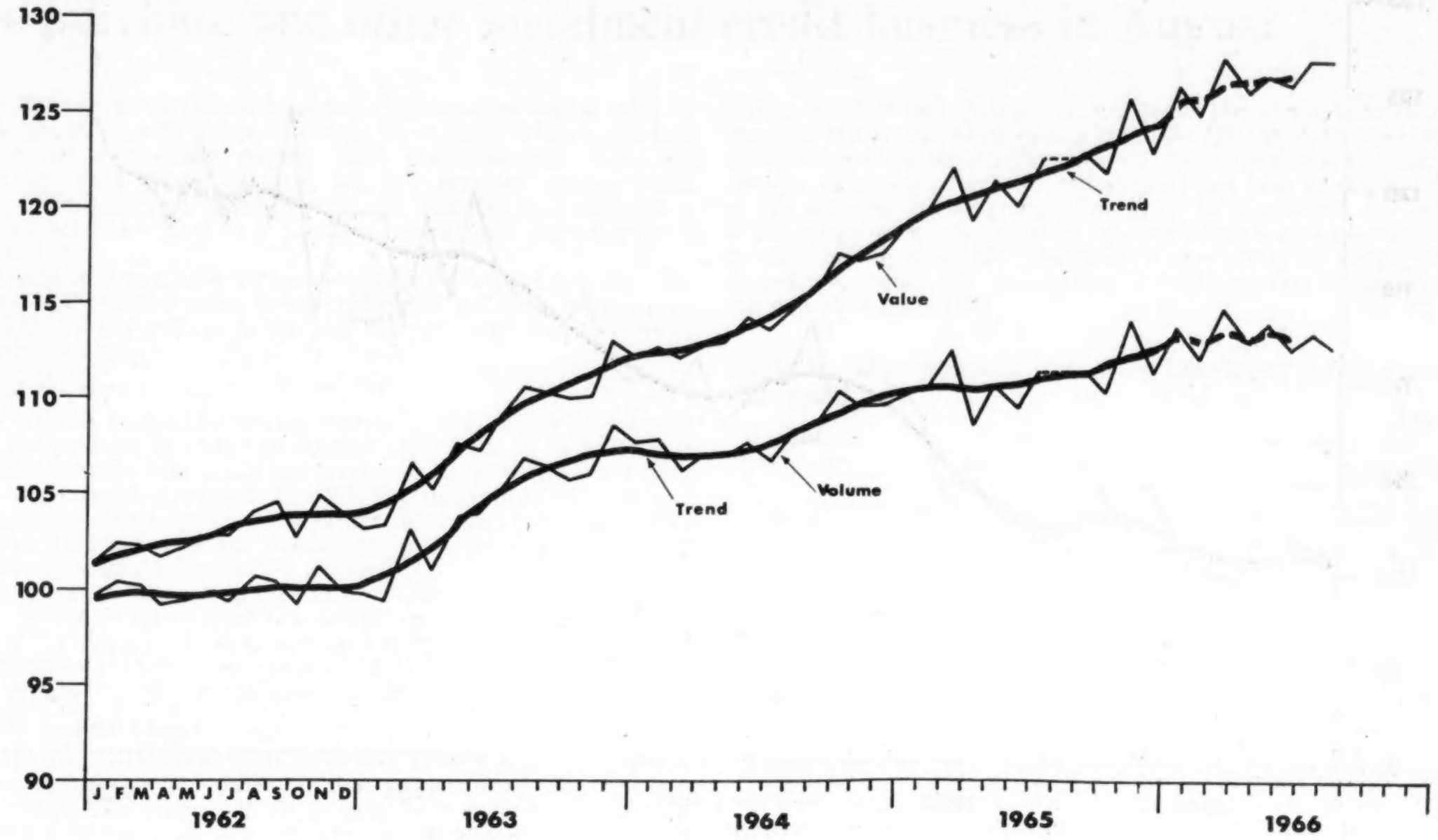
All kinds of Business



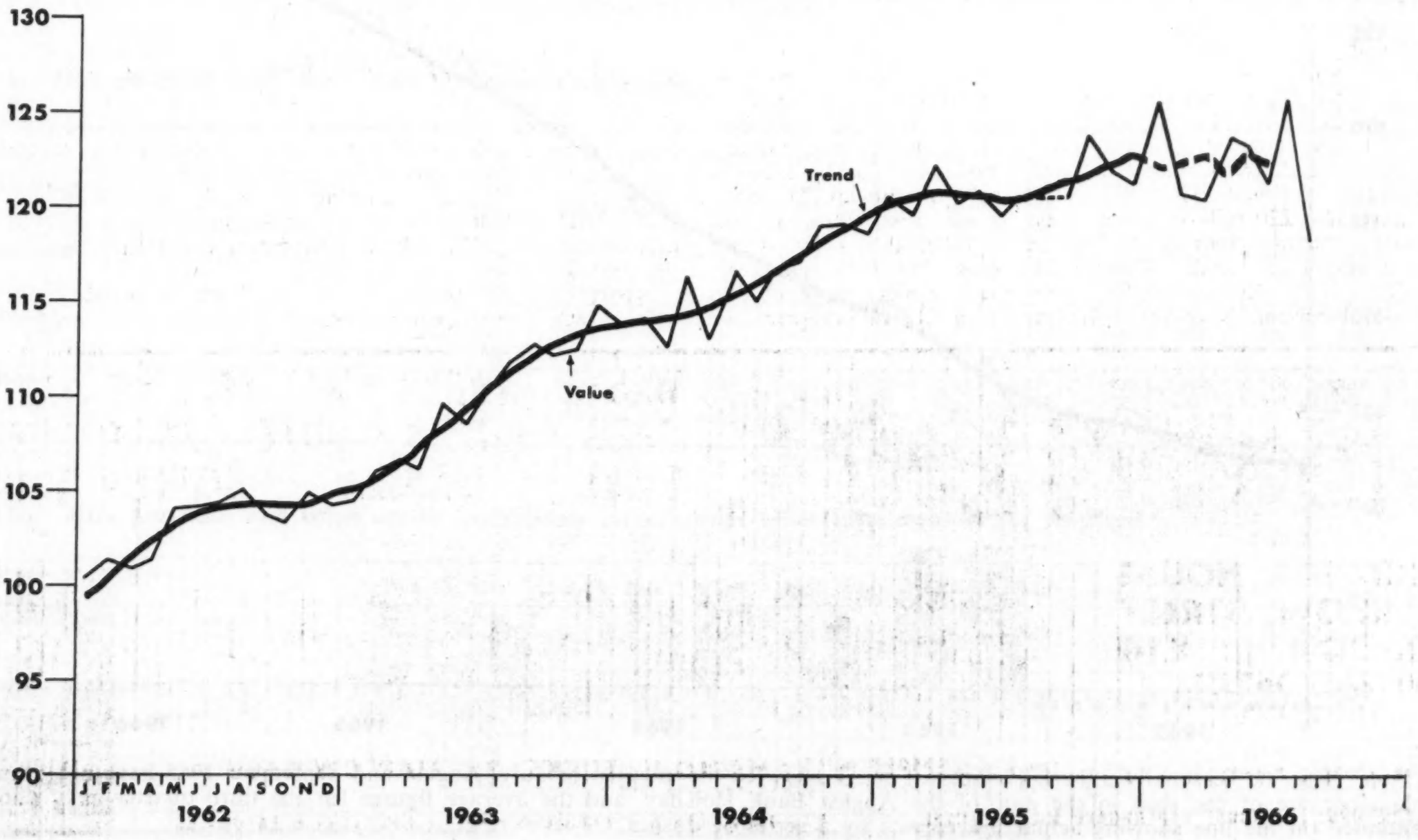
Food Shops



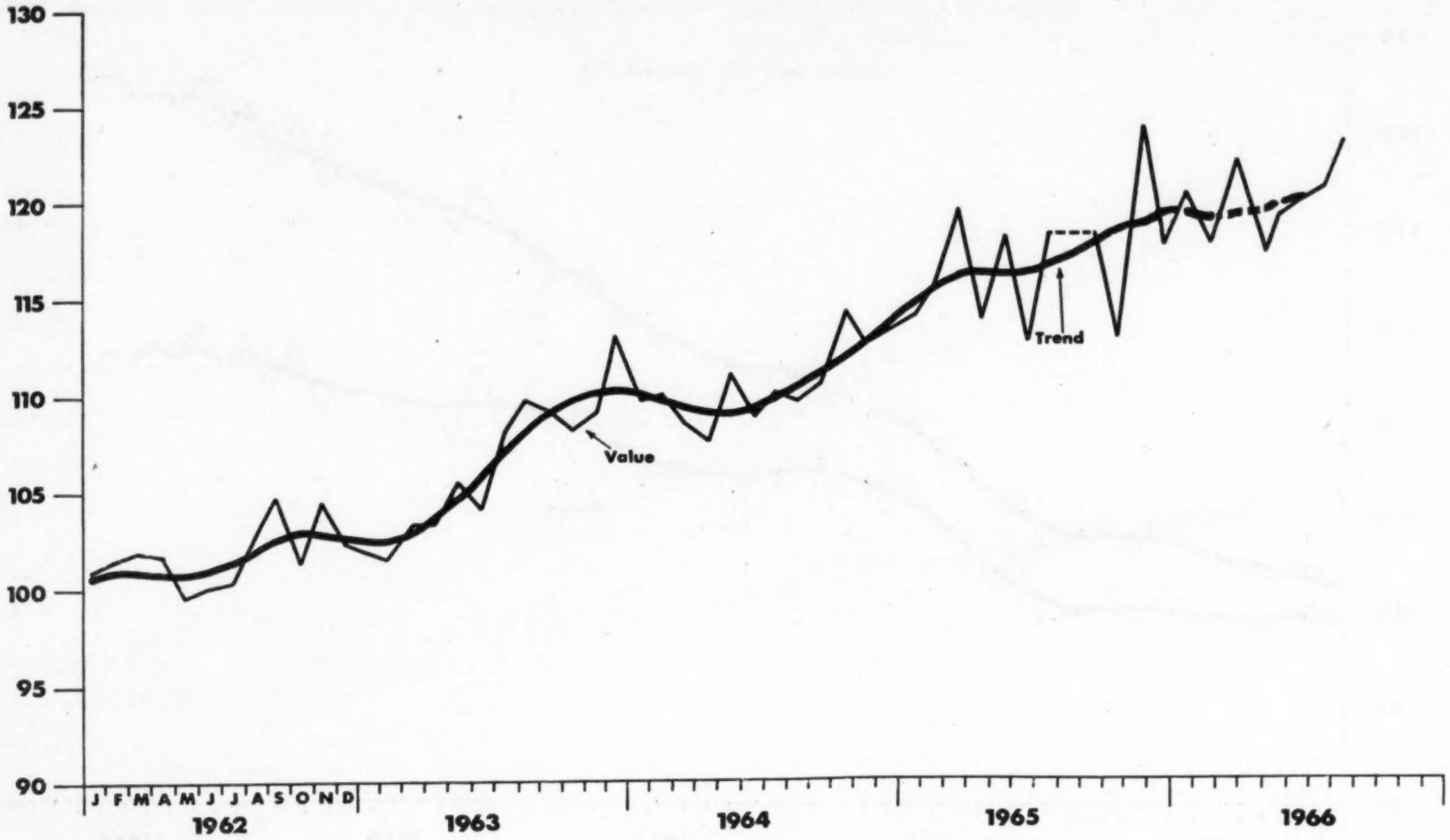
Non-Food Shops



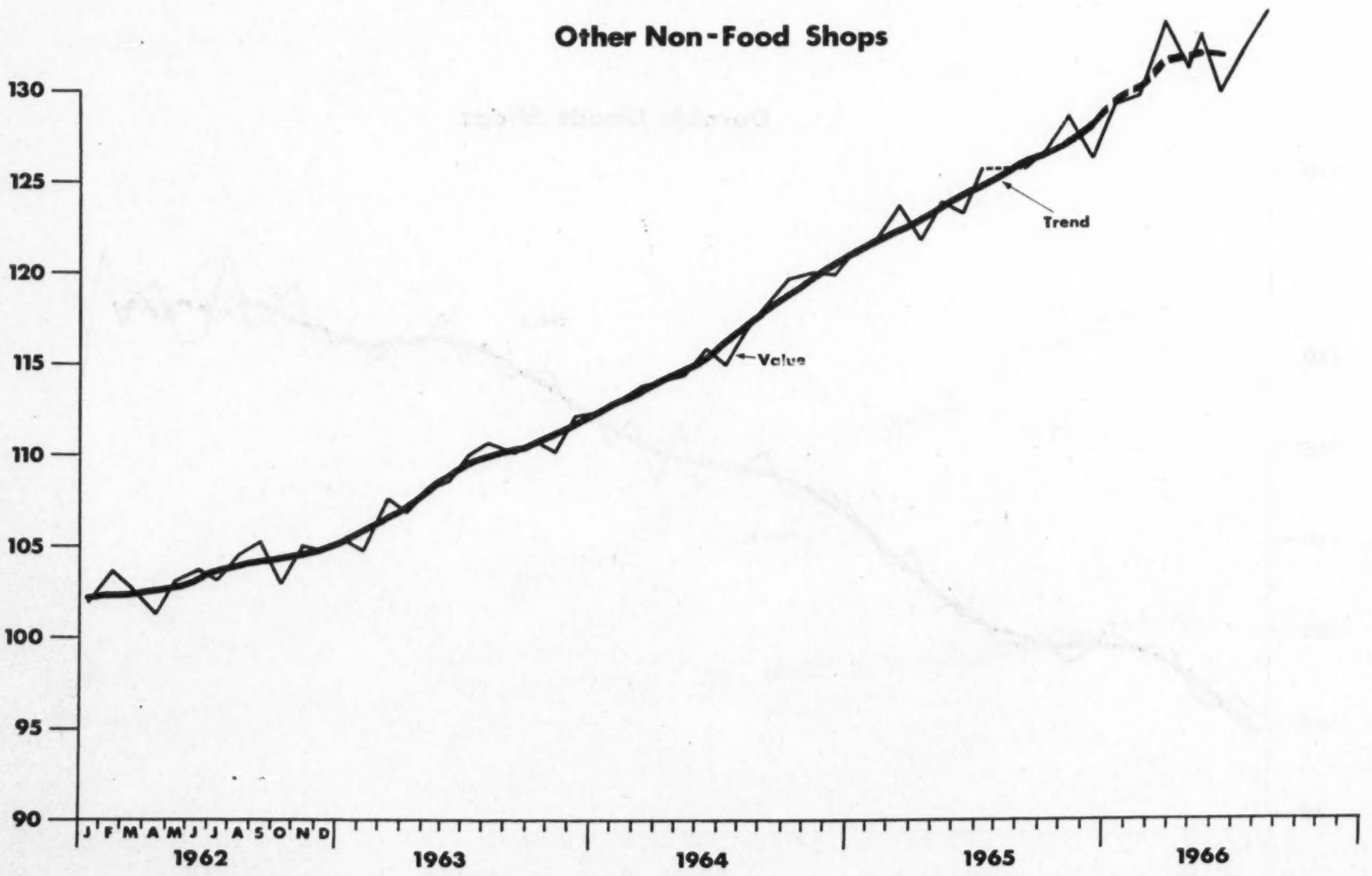
Durable Goods Shops



Clothing & Footwear Shops



Other Non-Food Shops



Note: Separate seasonally adjusted indices of retail sales for the months of July, August and September 1965 have not been published because of the shift in the date of the August Bank Holiday, and the average figures for the third quarter as a whole are continued on the line showing actual movements by a series of dashes.

Hire purchase and other instalment credit business in August

BOTH NEW CREDIT advanced by finance houses and credit sales of durable goods shop fell to a low level in August. While a marked seasonal fall in business usually takes place between July and August, it would appear that the fall this year was greater than normal indicating that credit instalment business had suffered a sharp setback since new hire purchase restrictions were tightened on July 20.

The total hire purchase debt outstanding to finance houses, durable goods shops and other instalment credit retailers decreased in the month by £27 million, a fall due only in small part to normal seasonal influences.

Finance Houses

New credit advanced by finance houses in August was 33 per cent below the amount extended in August 1965. During most of this year finance house new credit has been running at lower levels than in the corresponding period of 1965 but the fall in August was much greater than any recorded earlier. Most categories of goods shared in this decline in new credit; new cars showed a fall of 48 per cent and used cars one of 39 per cent.

Debt owed to finance houses at the end of August was £853 million. Whereas up to July this year finance house debt had continued to be above its level a year earlier, at the end of August the outstandings were lower than at the end of August 1965; this turnround reflects the lower levels at which new credit has been running.

Durable Goods Shops

Credit sales by durable goods shops fell in August to their lowest monthly level for several years and were 22 per cent lower than in August 1965. The sharp fall off in sales was experienced equally by furniture shops and other durable goods shops (mainly radio and electrical goods shops). The debt owed to durable goods shops fell again during the month to stand at £26 million below its level at the end of August 1965.

Other Instalment Credit Retailers

Mail order houses showed again in August a large percentage increase in sales over a year earlier similar to those experienced during the first two quarters of the year. The credit sales of other shops in the group, while falling from the July level, to some extent under normal seasonal influences, did not experience as large percentage decreases compared with August last year as did the shops in the durable goods group. This may be accounted for by the wider range of goods available on credit terms and the variety of credit facilities available. The debt of this group of shops fell by £4 million during the month, but was £13 million higher than at the end of August 1965.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt	
	By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	608	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	71	220	291	237	+54	+30
3rd Qtr.	73	176	249	239	+10	+ 8
4th Qtr.	91	146	237	244	— 7	— 1
1966 1st Qtr.	63	182	245	257	—12	+ 8
2nd Qtr.	58	200	258	251	+ 7	—17

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292				
Department stores	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27				
Finance houses	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853				
Total of above	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172				

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	..	..	..	..	..	..	..	..	..	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172				
Other instalment credit retailers*	1964	..	..	..	..	..	..	..	..	..	145	152	165
	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163				
Grand Total	1964	..	..	..	..	..	..	..	..	..	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335				

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

HIRE PURCHASE IN AUGUST, *continued*

Table 3. Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)						Furniture Shops				Other Durable Goods Shops					
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (*b*)	
															Radio and electrical, etc., goods shops (*c*)	
															Total (£82)	
															Multiples (£37)	
															Independents (*d*) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1
1965 Year	112	— 5	101	Nil	117	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10
1965 1st quarter	106	Nil	98	+ 5	110	— 4	113	+ 4	97	+ 5	92	— 3	102	+14	113	— 5
2nd quarter	104	— 2	90	+ 1	112	— 5	111	+ 2	101	+ 4	105	— 1	96	+11	106	— 8
3rd quarter	107	— 5	95	Nil	114	— 7	111	— 6	106	+ 3	108	— 1	105	+ 7	106	—11
4th quarter	131	— 5	122	Nil	137	— 8	134	— 5	133	— 1	136	— 5	130	+ 4	129	— 8
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17
1965 January	107	— 2	108	+ 7	104	— 8	113	+ 2	103	+ 8	90	— 8	115	+24	109	— 9
February	104	— 3	92	Nil	111	— 6	107	— 2	96	+ 4	98	+ 2	94	+ 6	110	— 9
March (a)	108	+ 4	95	+ 7	115	+ 1	119	+10	93	+ 4	88	— 3	98	+12	119	+ 2
April	105	Nil	94	+ 4	112	— 2	106	— 4	100	+ 4	102	— 4	98	+13	109	— 3
May	108	+ 2	91	Nil	117	+ 3	122	+ 8	101	+ 6	107	+ 4	95	+ 8	111	— 2
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+ 3	106	— 4	96	+11	100	—17
July	107	— 4	97	Nil	113	— 7	116	— 2	110	+ 4	111	— 2	110	+10	102	—11
August	101	— 6	87	— 4	109	— 7	105	— 8	101	+ 4	105	+ 3	96	+ 4	100	—13
September (a)	111	— 5	100	+ 3	118	— 8	112	— 8	108	+ 2	109	— 3	107	+ 6	114	— 9
October	126	— 3	116	+ 8	133	— 7	128	— 8	123	— 2	122	—13	123	+12	130	— 2
November	135	— 1	124	+ 5	142	— 5	143	— 5	134	+ 4	137	Nil	131	+ 8	135	— 5
December (a)	131	—10	125	+ 9	135	—11	131	— 4	139	— 4	146	— 4	134	— 5	123	—15
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17
June (a)	87	—14	75	—14	94	—14	91	—15	90	— 11	93	—12	87	— 9	83	—17
July	97	—10	7	—10	103	— 9	102	—12	99	— 10	97	—12	101	— 8	94	— 9
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other selected kinds of business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104		133		165		95		128	
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
4th quarter	135	..	189		219		132		164	
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	— 3	204	+16	86	—5	148	+4
November	133	— 3	184	+ 7	243	+22	122	Nil	172	+9
December (a)	156	+ 3	228	+18	212	+ 4	177	+2	170	Nil
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	—2
August	78	— 6	97	— 8	148	+14	78	—3	101	—6

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

HIRE PURCHASE IN AUGUST, *continued*

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier.

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+14	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
4th quarter	112	—21	106	— 4	80	—10	41	—27	92	Nil	102	— 5	155	— 1	74	—21	158	+14	102	— 9
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	159	— 5	72	—19	155	+20	105	— 9
December	86	—17	93	— 2	73	— 4	27	—35	70	—13	86	— 1	146	+ 9	79	—21	163	+ 9	91	— 6
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 30, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Pathe Pictorial Series 612/624:					
Pathe Pictorial No. 615	Br/E 31659	8	September 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
The Idol	Br/E 31660	111	September 26	,, ,,	Paramount Film Service Ltd.
Mining Review No.2 – 20th Year	Br/E 31661	11	September 28	Data Film Distributors Ltd.	National Coal Board
Winter Wonderland	Br/E 31662	23	September 28	United Artists Corp. Ltd.	Harold Baim Productions Ltd.
Look at Life Series 31:					
Sea Riders	Br/E 31669	10	September 29	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Eating High	Br/E 31670	10	September 29	,, ,,	,, ,,
City of Fear	Br/E 31674	75	September 30	Planet Film Distributors Ltd.	Towers of London (Films) Ltd.
Slag's Place	Br/E 31675	26	September 30	Amanda Films Ltd.	David Naden Associates Ltd.
Movietone News 1946	Br/E 31355	7	September 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1946A	Br/E 31356	7	September 30	,, ,,	,, ,,
Pathe News 66-77	Br/E 31424	7	September 30	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-78	Br/E 31425	7	September 30	,, ,,	,, ,,
			FOREIGN		
The Group	F 31657	146	September 26	United Artists Corp. Ltd.	Famartists Productions S.A., Geneva, and Famous Artists Productions, Hollywood, California.
A Haunting We Will Go	F 31658	7	September 26	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.
Beau Geste	F 31663	104	September 29	Rank Film Distributors Ltd.	Universal International Films Inc.
Lonesome Ranger	F 31664	6	September 29	,, ,,	,, ,,
Woody and the Beanstalk	F 31665	6	September 29	,, ,,	,, ,,
Rough Riding Hood	F 31666	6	September 29	,, ,,	,, ,,
After the Fox	F 31667	102	September 29	United Artists Corp. Ltd.	Compagnia Cinematografica Montoro, S.p.A., Rome, and Nancy Enterprises Inc., Hollywood, California.
The Conqueror of Maracaibo	F 31668	102	September 29	Ranworth Film Services Ltd.	Cineproduzioni Associate, Rome, and Procusa-Epoca Film Madrid.
The Top	F 31671	8	September 30	Amanda Films Ltd.	Murakami Woolf Films
To Love (Att Alska)	F 31672	93	September 30	,, ,,	Ab Sandrew Film, Stockholm.
Aos	F 31673	9	September 30	,, ,,	Yoji Kuri, Kuri-Jikken-Manja-Kobo, Tokyo.

AMENDMENT;
The playing time of the film 'Stampede at Bitter Creek' (F 28391) registered on April 10, 1963, has been amended to 70 minutes.

Economic trends—September 1966

THE SEPTEMBER issue of *Economic Trends*, published by the Central Statistical Office on September 29 (HMSO, price 7s.) contains the usual articles and detailed tables on the United Kingdom Balance of Payments in the second quarter of 1966, and on the Overseas Sterling Area Balance of Payments in the first quarter.

The United Kingdom Balance of Payments figures have already been released in summary form in a Treasury notice published on September 14.

Exhibitions and Fairs

Lord Brown to open 2nd Export Services Exhibition

LORD BROWN, Minister of State, Board of Trade, will open the 2nd Export Services Exhibition and Conference at Empire Hall, Olympia, on October 10.

The Exhibition is sponsored by the Institute of Export and organized by Mack-Brooks Exhibitions Ltd., and will run from October 10 to 14.

The Board of Trade and the Export Credits Guarantee Department exhibits will feature the wide range of Government services offered to industry. These will include the assistance given to exporters by the Board of Trade and its Regional Offices with the aid of HM Commercial Diplomatic Officers overseas. Another feature will be a demonstration of the production of the daily Export Service Bulletin, which is a valuable source of information for British firms engaged in overseas trade.

A section of the stand will also show the world-wide information services of the Central Office of Information.

Export Credits Guarantee Department will have their own display. Staff will be available to answer inquiries about the various export credit schemes operated by the Department.

Experts to address conference

THE INSTITUTE OF EXPORT, under the chairmanship of Mr. J. Peter Ford, has arranged a panel of experts to address the conference at the Export Services Exhibition at Empire Hall, Olympia, from October 10 to 14.

The conference will cover the four afternoons between October 11 and October 14 and will have as its theme 'Export, a Team Effort'. A number of eminent speakers will take part including Sir Anthony Percival, secretary of the Export Credits Guarantee Department; Mr. S. J. Davies, partner in N. Rothschild & Sons Ltd., merchant bankers; Mr. Dudley Perkins, director-general, Port of London Authority; Mr. S. A. Finnis, managing director, The British Transport Dockers Board; Mr. F. B. Bolton, president of the Chamber of Shipping of the United Kingdom; Lord Tweedsmuir, president of the Institute of Export, and many other experts in the field of export development and the carriage of goods.

Brno International Trade Fair, 1966

A report by the Commercial Department, British Embassy, Prague

THE 8th International Trade Fair took place in Brno from September 10-20.

Brno has come to be regarded as one of the world's leading specialized trade fairs for the engineering and metallurgical industries, and its success is assured. This year's fair was equal to previous standards and has kept pace with the technological developments of the preceding year.

Although five days shorter in duration than the previous year public attendance exceeded expectations – about 700,000 entrants – and the number of foreign visitors (30,000) was a considerable increase over 1965. Almost 1,000 exhibitors took part, an increase of over 100 from last year.

The official opening ceremony was attended by the Prime Minister of Czechoslovakia, Mr. Josef Lenart, senior Deputy Premiers and officials and distinguished foreign visitors. In his opening address Ing. Krejci, Deputy Prime Minister and Minister for the Heavy Engineering Industry, referred to Czechoslovakia's essential part in the expansion of science and technology taking place in the world and his country's awareness of the disadvantages of economic isolationism; co-operation with other nations must, however, bring reciprocal advantages.

Britain's industry was represented on over 50 stands at the fair, showing the products of more than 150 individual firms. This participation was about the same as in the previous year, and again placed Britain second to West Germany among western nations. As in previous years Britain's exhibitors spanned a wide range of manufacturers, including those of complete industrial plants, mechanical handling and transportation equipment, passenger and goods vehicles, textile machinery and materials, automated machine tools and equipment, the services industries, and electronic and scientific instruments. Although, unlike previous years, no large contracts were publicly announced as being concluded with British manufacturers during the fair itself, exhibitors generally were satisfied with the business furthered at the fair.

A British manufacturer, Hydraulic Machinery Co. Ltd., was awarded a gold medal for its 380 Hydraulic Excavator. Out of the remaining 30 gold medals 13 went to Czechoslovak enterprises, four to the USSR, two each to East Germany, West Germany, Austria and Holland and one each to Switzerland, Lichtenstein, France, Denmark and Belgium.

Mr. George Darling, Minister of State, Board of Trade accompanied by Mrs. Darling and HE the British Ambassador and Lady Parrott, spent the whole of the British National Day, September 15, at the fair. After being shown the outstanding Czechoslovak national exhibits the Minister made a full tour of the British exhibition stands, and the Board of Trade Information Stand. He also attended the reception in the evening given jointly by the British Embassy and the British exhibitors for their many business friends at the fair.

Hydraulic Machinery Co. (Great Britain) won this gold medal for 'the highest quality and technically most perfect exhibit' at the 8th Brno International Trade Fair. This was the only British medal awarded: 31 *medals were awarded among the* 996 *international exhibitors.*

Vienna Autumn Fair, 1966

A report by the Commercial Section, British Embassy at Vienna

THE 84th Vienna International Trade Fair was officially opened by Herr Franz Jonas, the Austrian President, on September 11.

Although the fair was not in itself an anniversary, it was exactly 20 years since its rebuilding and re-establishment after the second world war as a viable international trade fair. Reference was made both by the Federal President and the Mayor of Vienna to the development of the Vienna Fairs as shop windows for products of many foreign manufacturers in addition to those of Austrian firms. Some 2,700 Austrian firms exhibited at the fair in addition to the 2,245 foreign firms from 28 countries.

There were 22 national exhibits at the fair of which the British Pavilion was one of the largest covering an area of some 13,000 square feet. This year the British Pavilion was a separate entity, housed in Hall 24, from the Hall of Nations where all other national stands, except that of the United States, were sited.

Mr. George Darling, Minister of State, Board of Trade, and Mrs. Darling toured the pavilion on September 16 and held a reception there which was well attended by exhibitors, the press and Austrian trade and official representatives.

The pavilion was designed by the Central Office of Information and participation was organized by the Board of Trade in conjunction with the Birmingham Engineering and Building Centre, British Radio Equipment Manufacturer's Association and the Dundee Chamber of Commerce.

It was the 12th occasion, since the end of the war, that Great Britain participated at the Vienna Trade Fair and was perhaps one of the most successful.

Throughout the fair, which lasted from September 11 to 18, the British Pavilion was crowded with visitors, the majority of whom were ordinary citizens but this did not in any way detract from business being done, as the pavilion and exhibits were devised to satisfy the curiosity of the general public and arouse interest by members of the trade.

The pavilion included on the ground floor the two larger groups, BREMA and Birmingham Engineering and Building Centre, together with the individual exhibitors with leaning towards industry and in the galleries were the Dundee Chamber of Commerce group and individual firms offering consumer articles.

In addition to the wide variety of products offered by exhibitors there were also special displays of medical equipment, hovercraft, commercial and private aircraft, an atomic power station, heavy road transport and electronic equipment. There were also four room settings made up of items selected from the Council of Industrial Design Index. These showed a modern kitchen with ancillary equipment, a dining room, drawing room and child's bed-sitting room. Many inquiries were received at the information desk for the products on display. In addition a special display of leisure and sports equipment including fibre glass boats, fishing rods, rifles, golf clubs, tennis rackets and clothing for various sporting activities was mounted on the roof of the BREMA and information stand.

The BREMA stand, which was in a central position on the ground floor, created great interest and offered a wide selection of television receivers, tape recorders, record players, radios, radiogrammes and speciality batteries. One of the member firms exhibiting on the stand reported by mid-week that, because of the great interest shown and orders received, their agent who was appointed as a result of last year's participation, had placed an order worth £50,000 for their equipment. Other exhibitors on the stand also reported an in-

crease in business from that received at last year's exhibition.

The firms showing in the group display organized by the Birmingham Engineering and Building Centre also received numerous inquiries and the majority of firms who sought agents were successful in appointing them by the end of the week. One of the firms offering metal window and door frames was particularly pleased with the result of their participation as they had been able to find a first class importer with facilities for distribution throughout the Federal Republic and also to assess the market potential for their products.

In the gallery the group exhibit organized by the Dundee Chamber of Commerce included whisky, knitwear, foodstuffs, men's toiletries, dry cell batteries, torches, wire baskets and trolleys for use in supermarkets. The display was given great support by the Lord Provost of Dundee, who made the journey specially for this purpose. One of the exhibitors reported orders worth £5,000 for his toiletries.

The range of products displayed by individual exhibitors, both on the ground floor and the gallery, was wide in character. It included, to mention just a few, industrial equipment, hand tools, household equipment, language records, cosmetics, furniture, polishes, table mats and whisky. The stands of a toy manufacturer, a Scottish whisky distiller and men's and ladies' toiletries attracted large audiences and worthwhile sales were obtained.

The majority of these exhibitors also reported good business as a result of their exhibiting and one firm offering technical equipment hopes to receive orders for his products running into several thousand pounds.

During the fair the exhibitors were visited by the Austrian Federal President, the Federal Vice-Chancellor, and the Mayor of Vienna. In addition to the Minister of State, HM Ambassador and Mr. E. Sniders, HM Counsellor (Commercial) also toured the British stands and met exhibitors on several occasions.

The central information desk in the pavilion was permanently manned by members of the Commercial Department of the Embassy who were able to assist exhibitors and deal with trade inquiries.

An imaginative and far-reaching export drive by Gorringes Store of London will enable millions of American Christmas shoppers to place an order for some of the products of up to 30 British manufacturers to be flown direct to their friends anywhere in the United States. The scheme was launched by Lord Rhodes, Parliamentary Secretary, Board of Trade, at a special ceremony at Gorringes on September 27, Also present at the launching ceremony was Mr. Goldberg, managing director of Gorringes.

British participation in 'Interorgtechnika 66' Moscow

THE INTERNATIONAL Exhibition 'Equipment and Appliances for the Mechanization of Designing and Office Work' (Interorgtechnika) was opened on September 1 by Mr. K. Mazurov, the Soviet First Deputy Premier at Sokolniki Park, Moscow.

Almost 1,000 firms from 18 countries took part showing a very wide selection of equipment ranging from complex electronic computer installations to the latest in card index systems. The British Pavilion, occupying over 2,000 square metres, attracted a large proportion of the total of approximately 1,000,000 visitors who were estimated to have passed through the Exhibition turnstiles. Twenty-one firms exhibited in the British Pavilion which was itself acknowledged by many to be a model of functional, but eye-catching British design. The products on view there represented a very comprehensive cross section of the wide range of products on the basis of which the Exhibition was conceived.

The British participation in Interorgtechnika was a joint venture sponsored by the Business Equipment Trades Association. Mr. Brezhnev, First Secretary of the Soviet Communist Party, and many other distinguished Soviet officials visited the British Pavilion and they and the Russian specialists displayed great interest in all the stands, not least in the working multi-programmed computer, the facsimile transmission equipment, the dictating, duplicating and printing equipment, the paging systems and office furniture and filing systems.

Competition at the Exhibition from, particularly, Soviet, Italian, West German and French firms was intense, but following the

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press conference at which the President of the BETA, Mr. R. A. Cook was present, given on the occasion of the British National Day on September 5, Soviet newspapers and technical journals gave the British exhibits an excellent press. The Soviet press did, in fact, publish a considerable number of articles on individual British exhibits during the course of the Exhibition.

Several of the British participants sold to Soviet foreign trading organizations the furniture and equipment off their stands, and many were confident of the possibility of future orders which would bring future annual exports to the Soviet Union by British business equipment manufacturers to something rather higher than the £74,000 figure which was achieved in 1965. It was noticeable that a number of inquiries were also received during Interorgtechnika from trading corporations from the other Socialist countries.

The current Soviet Five Year Plan provides for an expansion of manufacture and purchase of electronic computer and control machinery and various means for the mechanization and automation of office work in general. There is, following this Exhibition, every reason to hope that British manufacturers will be able to secure a good share of the business in this field which is likely to develop over the next few years. To achieve this, however, it will be necessary for firms vigorously to follow up, in correspondence and, where appropriate, by visits to Moscow, the valuable contacts which they either made or renewed at the time of the Exhibition.

British week at Albert Heijn

A report from the Commercial Department, British Embassy at The Hague

FOLLOWING THE SUCCESS of the British Week in Amsterdam last year, Messrs. Albert Heijn, a leading grocery chain in the Netherlands, organized a 'Britse Week' of their own from September 12 to 24. Promotions were staged at 50 large supermarkets and 250 self-service shops throughout the country, and presented a variety of British foods and beverages, a good many of them new to the Dutch market. Fine teas, cheeses, biscuits, sauces and savouries, ginger wine, canned soups and frozen foods were among the items on sale.

The stores staging the week had plenty of colourful and gay display material, the great bulk of it of Albert Heijn's own design. One outstanding example of good promotion was at the supermarket in Rijswijk, a suburb of The Hague. In addition to substantial displays of British foods, all clearly identified and concentrated in focal positions where possible, there were demonstration points with samples on offer and an Old English pub displaying a famous British beer and stout. Each shopping aisle in the store was prominently marked with names like Oxford Street and Fleet Street; several ladies were to be seen in traditional English costume, and the inevitable Bobby was on parade. Background music came from recordings of English military bands, Scottish pipes and Irish folk singers.

It was evident that Albert Heijn had made very substantial extra purchases of British products for their promotion. We understand that most lines sold very well, that a good many showed signs of running out before the 11-day 'week' was over, and that a tin of biscuits with a colour portrait of Sir Winston Churchill on the lid became a collector's item for the Dutch public from the first day. All in all, the week was welcome both as a spontaneous follow-up to the British Week in Amsterdam and as a highly competent promotion in its own right.

British Shopping Week in Florence opens October 8

TO THE MUSIC of an Edinburgh pipe band Mr. Roy Mason, Minister of State, Board of Trade and L'On. Professor Dante Graziosi, Under-Secretary at the Italian Ministry of Foreign Trade, will open the British Shopping Week in Florence in Florence on October 8 at the Palazzo Vecchio – Salone dei Cinquecento. The promotion closes on October 16.

The Florence promotion follows the highly successful British Week in Milan held last October. Initiated by the Florentine Chamber of Commerce itself, the Shopping Week is supported by the Board of Trade, the Export Council for Europe, the British Embassy at Rome and the Consulate at Florence and has been strongly backed by the British Chamber of Commerce for Italy.

Over 600 Florentine shopkeepers are stocking British consumer goods and many are arranging special window displays. Prizes for the best displays will be presented by HM Ambassador at the end of the week. Restaurants in the city will put on British menus under the direction of British chefs. Two British brewers will be selling beer at an inn and a pub situated in the Piazza della Repubblica and a whisky bar will be opened at the Carlton Hotel.

Many sporting events have been arranged. They include: two football matches, one between Manchester United and AC Fiorentina and the other between 17/21 Lancers and an Italian Army team; a boxing match between members of the Scottish Amateur Boxing Association and a Florence team; a Rugby match between a British European Airways fifteen and the Florence Rugby Football club; and an Anglo-Italian tennis match.

Several supporting exhibitions have been organized, among these are: a book exhibition arranged by the British Council; a Wedgwood and Spode English china display; paintings and miniatures; sculptures by Dame Barbara Hepworth; a wool textile exhibition organized by the National Wool Textile Export Corporation; Henry Moore works and an exhibit provided by the United Kingdom Atomic Energy Authority.

Edinburgh as twin city to Florence will pay a leading role in the promotion. The Lord and Lady Provost will visit Florence from October 11 to 17.

An Edinburgh Corporation double-decker bus will be seen in the streets of Florence and a special exhibition coach will show various scenes of the Scottish capital. Films on the City of Edinburgh will be shown as well as Scottish travel films. HRH The Duke of Edinburgh's Royal Regiment and the pipes and drums of the Band of the 432 (City of Edinburgh) Regiment, Royal Engineers (TA) will parade and play during the Week.

Also taking part in the promotion will be the Scottish pipes of the Thistle Group. Policemen and policewomen and a 'Pearly Queen' and her Prince Consort will also be present at the shopping Week.

A special Press information centre for the Week is being set up in the Offices of British European Airways at Piazza Antinori 2, Florence. (Tel. Florence 287405. International Telex 57046.)

Among well-known personalities expected to attend the British Shopping Week in Florence are Sir Stanley Rous, President FIFA; Matt Busby, manager, Manchester United; Sir John Wrightson, leader of the Export Council for Europe-Italian team; Henry Moore, the sculptor, and Jean Shrimpton.

Wool cloth display in Florence

ONE of the attractions of the British Shopping Week in Florence from October 7-15 will be a large and comprehensive display of British woollen and worsted fabrics. This is being arranged in the Carlton Hotel, Florence, by the National Wool Textile Export Corporation, of Bradford (Yorks.), which has selected for showing some 400 different lengths of top-quality men's and women's cloths in wool, mohair, cashmere, and other fibres.

British wool textiles are one of this country's largest exports to Italy: in 1965 cloth earned £2.6 million and scoured and greasy wool £3.2 million. A large proportion of the latter figure was made up of wool for filling mattresses – a long-established custom in rural communities in Italy. A display of mattress wool will be incorporated in the exhibit at Florence.

'Other industries please copy'

Minister of Transport opens Commercial Motor Show

WHEN Mrs. Barbara Castle, Minister of Transport, opened the Commercial Motor Show at Earls Court on September 23 she began by referring to the industry's export record.

'This year's export figures for buses and lorries already exceed last year's,' she said. 'A total of 80,000 vehicles have been sold overseas in the first seven months of 1966. So I am only issuing one exhortation about exports today. Please carry on the good work, and other industries please copy.'

The show itself shone and bustled, seeming to reflect the drive and confidence within the industry which has made Britain the world's largest exporter of commercial vehicles. In all, 420 firms exhibited, of which by far the largest group consisted of accessory and component manufacturers, and together they covered all but 300,000 square feet of space. Towards the end of the show – final figures were not available at the time of going to press – attendance figures were running just behind those for the last show, held in 1964, when a total of 106,000 visitors attended.

The range of vehicles, equipment and components on show was immense. Vehicles ranged from tiny vans to an 85-seater bus and a 21-ton tipping chassis. Components reflected the latest advances in many fields. For example, a completely new heavy duty twin plate diaphragm spring clutch bringing this type of unit into the 5- to 9-ton class of vehicle. There was much emphasis, too, on brakes – including a new cam-operated brake – and braking systems, evidence of the considerable attention being given by manufacturers to safety. The range of service equipment, too, was an exhibition in itself, extending from coin-operated wash-and-wax equipment to engine test benches.

The days of the show were punctuated by announcements by manufacturer after manufacturer of the signing of substantial export orders. On opening day Leyland announced that they had received an order from Iran worth £2½ million and covering 1,000 Super Comet cruiserweight trucks. This was followed by the announcement of an order from Pakistan for 1,528 Bedford trucks. In the field of smaller vehicles the Rover Company announced that it had received an order from the Ministry of Agriculture of the Democratic Republic of Congo for 240 long-wheel base Landrovers.

In fact, by the time the show closed on October 1 it seemed clear that, whatever the present difficulties on the home market, when it comes to exporting, the commercial vehicle industry is producing the goods *and* selling them.

BRITISH WEEK in LYON

October 20-29, 1966

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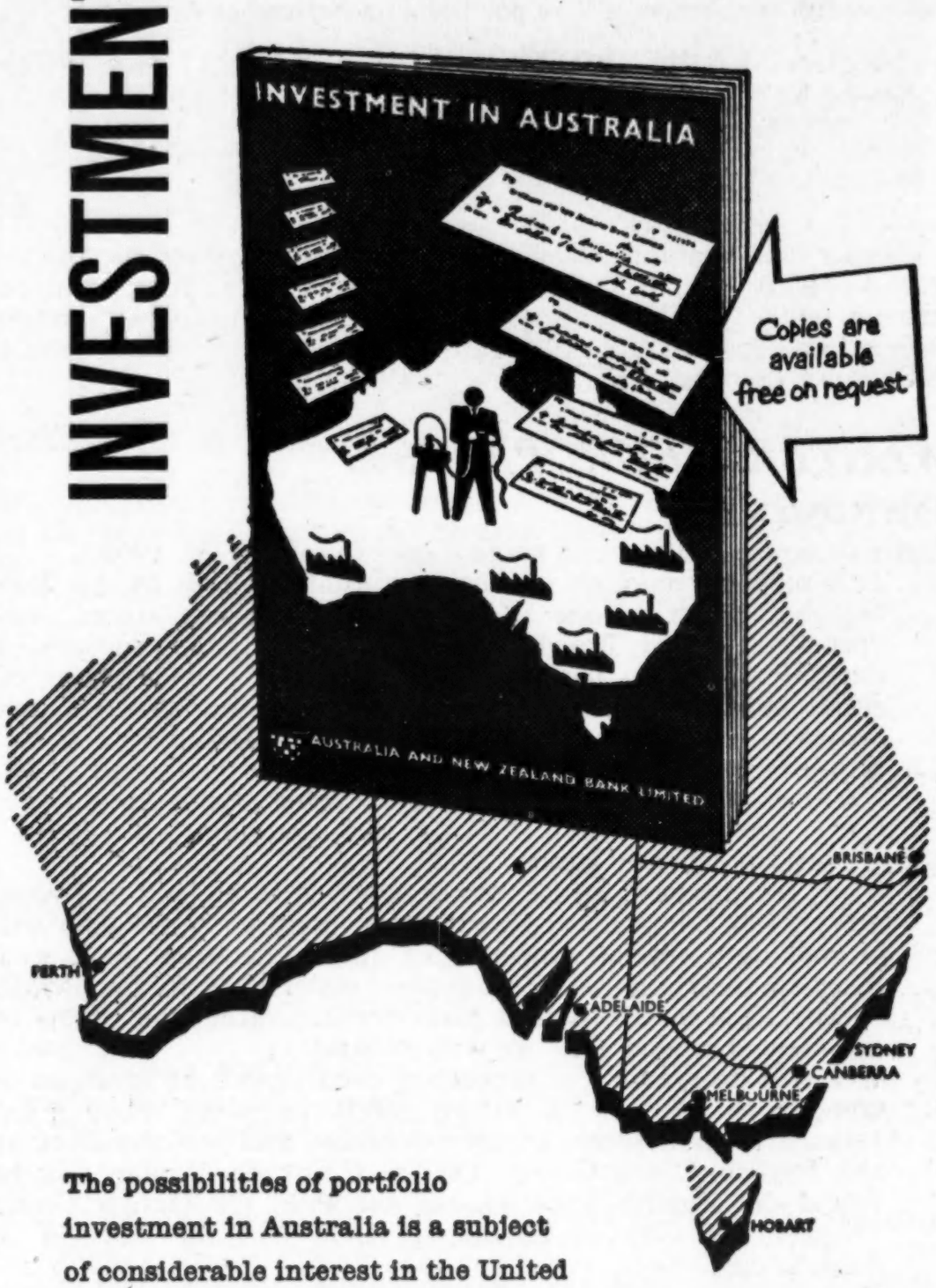

The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on July 8 1966)

The next full supplement will be published on November 4.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE — SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE—1966

AMENDMENTS:

Paris: AU BON MARCHE STORE PROMOTION – October 4-29, 1966.
This major promotion of British consumer goods by Au Bon Marche, which is one of the leading Parisian stores, was opened by Lord Brown on October 4. A very substantial amount of buying has been done covering a wide range of goods and the promotion will be repeated in four of the store's provincial branches during November and December.
Inquiries regarding this promotion should be addressed to M. Carroue, Au Bon Marche, 35 rue de Sevres, Paris 7e.
(G. F. Snell, Ext. 2764).

Lyons: BRITISH WEEK – October 21-29, 1966.
Plans for the next British Week, which is to be held in Lyons, are nearing completion. Nearly seven hundred shops who will be making a special British effort during the Week have now received their allocation of display material from the British Week Office in Lyons, and plans for decorating the streets of the main shopping area are well in hand.
A varied programme of supporting events has been arranged to complement the sale of British goods, including sporting fixtures, a fashion show, an art exhibition, and performances by the English Opera Group. On the Cours de Verdun will be found the English Show House, the Pub, the Design Centre Display, the City of London Pavilion and the Pavilion of Technology.
Birmingham, which is twinned with Lyons, will be sending a British double-decker bus and a party of four policemen and two policewomen.
HRH the Duke of Kent has agreed to formally open the Week, and other distinguished British visitors will include the President of the Board of Trade, the Lord Mayor of London and the Lord Mayor of Birmingham.
Arrangements are being made for leading retailers from Lille, Strasbourg, Marseilles, St. Etienne, and Grenoble to visit the Week on October 27. During the Week there will be a series of receptions for French industrialists, Lyons retailers and British businessmen and their agents.
Inquiries regarding the Week should be addressed to the Director of the British Week Office, 24 rue Childebert, Lyons 2e, France. (Tel. Lyon 424649, Telex 33254).
(J. F. Heath, Ext. 3042).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 22-25, 1966.
This entry should be amended to read:
A joint venture with the Textile Promotion Consultative Committee (31 firms).
(Mr. J. A. Swinton, Ext. 2777).

ADDITION:

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 8-11, 1966.
A joint venture with the British Furniture Manufacturers' Federated Associations (9 firms).
(Mr. R. J. Ager, Ext. 2783).

WESTERN EUROPE—1967

AMENDMENTS:

Hamburg: BOAT SHOW – January 19-25, 1967.
This entry should be amended to read:
A joint venture with the Ship and Boat Builders' National Federation (11 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Hanover: INTERNATIONAL BUILDING TRADES EXHIBITION (CONSTRUCTA II – January 21-29, 1967.
This entry should be amended to read:
A joint venture with the National Council of Building Material Producers (12 firms). Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

Berlin: INTERNATIONAL GREEN WEEK – January 27-February 5, 1967.
This entry should be amended to read:
Joint ventures with the Food Manufacturers' Federation, the Brewers' Society and the Agricultural Engineers' Association.
(Mr. J. A. Swinton, Ext. 2777).

Nuremberg: INTERNATIONAL TOY FAIR – February 12-17, 1967.
This entry should be amended to read:
A joint venture with the British Toy Manufacturers' Association (33 firms). Firms interested in participation should contact the association.
(Mr. P. R. Clay, Ext. 3559).

Hanover: HANOVER FAIR – April 29-May 7, 1967.
This entry should be amended to read:
A joint venture with the Association of Hydraulic Equipment Manufacturers. Possible joint ventures with: (1) British Electrical and Allied Manufacturers' Association, (2) Business Equipment Trades' Association, (3) British Valve Manufacturers' Association, (4) Machine Tool Trades' Association, (5) British Stationery and Office Equipment Association, (6) British Rubber and Allied Manufacturers' Association. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

ADDITIONS:

Amsterdam: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 9-12, 1967.
A joint venture with the Automatic Vending Machine Association (3 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 28-February 5, 1967.
A joint venture with the National Council of Building Material Producers (10 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Lyons: INTERNATIONAL TRADE FAIR – February 25-March 6, 1967.
As a follow-up to the British Week in Lyons in October 1966, the Board of Trade propose to organize a British Section at the Lyons Trade Fair.
Firms interested in participation should contact the Board of Trade as soon as possible.
(Mrs. J. E. Buckley, Ext. 2782).

Geneva: INTERNATIONAL MOTOR EXHIBITION – March 9-19, 1967.
A joint venture with the Society of Motor Manufacturers and Traders (22 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Paris: INTERNATIONAL SALON OF WOMEN'S READY-TO-WEAR CLOTHING – April 15-20, 1967.
A probable joint venture with the British Fashion Export Group.
(Mr. R. J. Ager, Ext. 2783).

Lille: INTERNATIONAL TRADE FAIR – April 22-May 7, 1967.
An information stand manned by representatives of the British Consulate-General, Lille.
(Mrs. J. E. Buckley, Ext. 2782).

Valencia: INTERNATIONAL SAMPLES FAIR – May 1-15, 1967.
The Board of Trade is organizing an official information stand at this event.
(Mrs. I. M. Janzen, Ext. 2489).

Brussels: DISPLAY BY THE BRITISH FURNITURE MANUFACTURERS – May 17-19, 1967.
A joint venture with the British Furniture Manufacturers' Federated Associations.
(Mrs. J. E. Buckley, Ext. 2782).

Bad Godesburg, W. Germany: MINOR BRITISH WEEK – May 27-June 4, 1967.
A self-generated minor British Week will be held in Bad Godesburg next year. No further details are available at present but it is expected that opportunities will exist for all types of British consumer and household durables.
(G. F. Snell, Ext. 2764).

Santarem: NATIONAL AGRICULTURAL FAIR – June 1967.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Naxxar: MALTA TRADE FAIR – July 1-15, 1967.
The Board of Trade is considering organizing a British Pavilion at this event.
Interested firms should contact the Board of Trade as soon as possible.
(Mrs. J. E. Buckley, Ext. 2782).

Hanover: 10TH EUROPEAN MACHINE TOOLS EXHIBITION – September 17-26, 1967.
A joint venture with the Machine Tool Trades Association.
Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

EASTERN EUROPE—1967

ADDITIONS:

Zagreb: SPRING FAIR – April 15-23, 1967.
A probable joint venture with the Surgical Instrument, Equipment and Appliance Export Group.
(Mr. J. M. Stuart, Ext. 2785).

Moscow: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION – July 8-19, 1967.
A possible joint venture with the Federation of Associations of Mining Equipment Manufacturers.
(Mr. J. M. Stuart, Ext. 2786).

CANADA—1967

ADDITION:

Toronto: CANADIAN HARDWARE SHOW – February 6-9, 1967.
Possible joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786).

USA—1966

AMENDMENT:

Cleveland: 4TH NATIONAL DIE CASTING EXPOSITION AND CONFERENCE – November 14-17, 1966.
The dates of this event should be amended to read November 14-17, 1966.
(Mr. A. F. Fenton, Ext. 2262).

ADDITIONS:

Chicago: SHOE FAIR (HOTEL DISPLAY) – October 9-12, 1966.
A joint venture with the British Footwear Manufacturers' Federation (18 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 1-3, 1966.
A joint venture with the Leather Institute (15 firms).
(Mr. A. F. Fenton, Ext. 2786).

Mufax Courier 900/901 *transmitters, receivers and concentrators on the Muirhead stand at the Moscow Interorgtechnika-66 Exhibition, held at Sokolniki Park from September* 1-15. *On show are the central station (left) and three out-stations against photographic backgrounds representing (left to right) a drawing office, a mechanized storeroom and an accounts department.*

Los Angeles: INTERNATIONAL VISUAL COMMUNICATION CONFERENCE – November 5-8, 1966.
A joint venture with the Drawing Office Material Manufacturers' and Dealers' Association (3 firms).
(Mr. A. F. Fenton, Ext. 2786).

USA—1967

AMENDMENT:

Los Angeles: WESTERN METAL AND TOOL EXPOSITION – March 13-17, 1967.
The dates for this event should read March 13-17, and not March 6-10, 1967, as previously shown.
(Mr. A. F. Fenton, Ext. 2786).

ADDITIONS:

New York: DISPLAY OF CHILDREN'S WEAR (SHERATON ATLANTIC HOTEL) – January 5-17, 1967.
A joint venture with the National Children's Wear Association (12 firms).
(Mr. A. F. Fenton, Ext. 2786).

Miami: JORDAN MARSH STORE PROMOTION – February 20-March 4, 1967.
This major British promotion will feature consumer goods and will take place from February 20-March 4. The London buying house representing this store is Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
(Mr. R. A. Hillier, Ext. 2177).

AUSTRALIA—1967

ADDITION:

Sydney: INTERNATIONAL TOY FAIR – February 12-16, 1967.
A probable joint venture with the British Toy Manufacturers' Association.
(Mrs. I. M. Janzen, Ext. 2489).

ISRAEL—1967

ADDITION:

Tel Aviv: INTERNATIONAL AGRICULTURAL AND FOOD FAIR (AGREXPO 67) – May 23-June 10, 1967.
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

(*Continued on next page*)

Amendments and Additions to Classified List of Trade Fairs and Exhibitions – Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany . . . . . Ext. 3557
Benelux, Italy, Austria, Switzerland, Malta . . . . . Ext. 2782
France . . . . . Ext. 2783
East Europe, Western Hemisphere . Ext. 3558
Scandinavia and the rest of the world . . . . . Ext. 2496
United Kingdom . . . . . Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1967:

COPENHAGEN HARDWARE CONSUMER FAIR.

The Board of Trade have been informed that this event will now take place from April 7-16 and not April 28-May 7 as previously published. It is organized by The Hardware Association of Copenhagen, 1 Julius Thomsens Plads, Copenhagen V.

COPENHAGEN: INTERNATIONAL CONSTRUCTION MACHINERY TRADE FAIR – June 1-7.

The following have been appointed United Kingdom Agents. John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

ANCONA: INTERNATIONAL FISHING TRADE FAIR.

The Board of Trade have been informed that this event will take place from June 24-July 9.

Additions – 1967:

DUBLIN: HOLIDAYS '67 EXHIBITION – January.
Apply, Exhibition Organizers and Display, 5 Upper Fownes Street, Dublin 2.

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January 8-15.
* Apply, Salon de La Maroquinerie, 52 rue de Progres, Brussels.

MALMO: THIRD INTERNATIONAL BOAT SHOW – January 28-February 5.
Apply, A. B. Malmo Batutstalling Box 10, Kullavik, Sweden.

BRUSSELS: INTERNATIONAL CHOCOLATE, CONFECTIONERY AND BISCUIT EXHIBITION – February 11-19.
† Apply, Salon International Biscochoc, 41 rue F. J. Navez, Brussels, 3.

AMSTERDAM: MOTOR SHOW – February 16-26.
† Apply, R.A.I. Netherlands Association of Bicycle and Automobile Industry, Europaplein 8, Amsterdam.

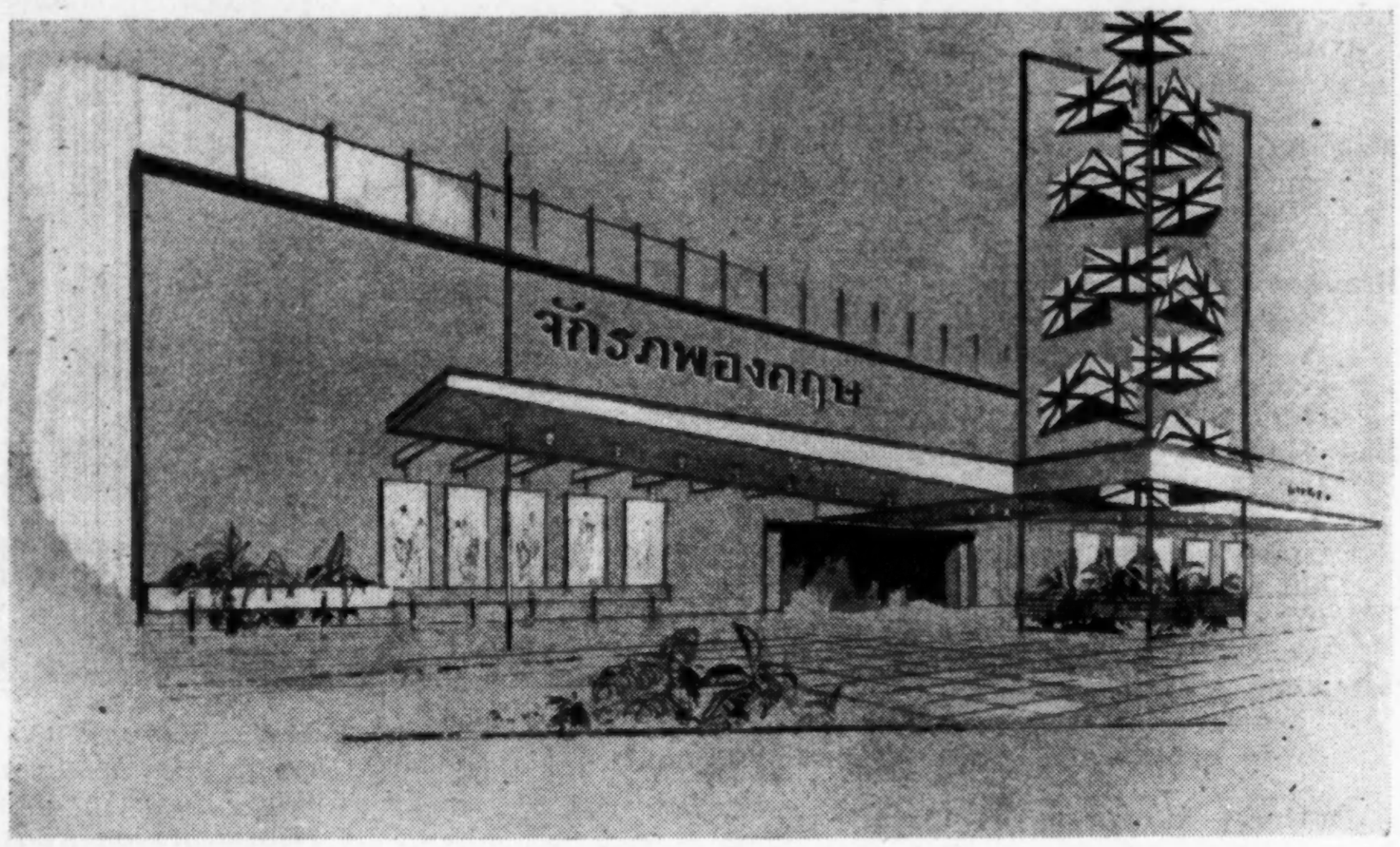
TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – February 17-20.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

PARIS: NATIONAL CAMPING, CARAVANNING AND SPORTS EXHIBITION – April 8-23.
* Apply, 60 rue Notre Dames-des-Victoires, Paris, 2e.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – April 17-20.
* Apply, R.A.I. Europaplein 8, Amsterdam

LIEGE: INTERNATIONAL SPRING FAIR – April 29-May 15.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

DUBLIN: BEER, WINES, SPIRITS AND CATERING EXHIBITION – May 2-5.



An artist's impression of the British Pavilion designed by the Central Office of Information for the 1st Asian International Trade Fair in Bangkok – November 17-December 10.

Apply, Trade Promotions Ltd., 38/39 Grafton Street, Dublin 2.

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 2-6.
* Apply, Royal Dublin Society, Ball's Bridge, Dublin 4.

AMSTERDAM: INTERNATIONAL PHILATELIC EXHIBITION (AMPHILEX '67) – May 11-21.
Apply: The Secretary, Kortenaerkade 12, 'S-Gravenhage, Amsterdam.

DORNBIRN: INTERNATIONAL EXPORT AND SAMPLES FAIR (TEXTILES) – May 17-19.
* Apply Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

BORDEAUX: INTERNATIONAL TRADE FAIR – June 15-16.
* Apply, Administration de la Foire International, 12 Place de la Bourse, Bordeaux.

NAXXAR: MALTA INTERNATIONAL TRADE FAIR – July 1-15.
* Apply, General Retailers Union, 87 Old Mint Street, Valletta, Malta. (Tel. Valletta 5064).

PARIS: WORLD DENTAL CONGRESS – July 7-13.
Apply, Secretariat General, 22 Avenue de Villiers, Paris (17e). (Tel. 924-85.32).

UTRECHT: ROYAL NETHERLANDS INDUSTRIES FAIR – September 4-12.
* Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

LIEGE: INTERNATIONAL COMMERCIAL FAIR – September 9-24.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

PADUA: MECHANICAL HANDLING AND STORAGE EXHIBITION – October 5-10.
* Apply, Fiera di Padova Campionaria Internationale, Via N. Tommaseo 59, Padua.

GENOA: INTERNATIONAL COMMUNICATIONS EXHIBITION – October 12-22.
† Apply, The Genoa International Exhibition, Piazzale J. F. Kennedy, Genoa.

DORNBIRN: INTERNATIONAL EXPORT AND SAMPLES FAIR (TEXTILES) – November 14-16.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1967:

PORT HARCOURT (NIGERIA): MADE IN NIGERIA EXHIBITION – January 16-26.
Apply, National Planning Committee, c/o Span Ltd. Group, PH/Aba Road, PO Box 152, Port Harcourt.

SYDNEY: INTERNATIONAL TOY FAIR – February 12-16.
Apply, The Organizer, International Toy Fair (1967) Australian British Trade Association, 4 Bridge Street, Sydney, N.S.W.

TOKYO: INTERNATIONAL HOME SHOW – June 9-18.
Apply, The Tokyo International Home Show, Management Office, c/o Cultural Project Section, The Asahi Shimbun, Tokyo Head Office, 2-3 Yuraku-Cho, Chiyoda-KU, Tokyo, Japan.

SYDNEY: INTERNATIONAL TRADE FAIR – October 17-28.
Apply, Industrial and Trade Fairs (Pty) Ltd., 3rd Floor, ADC House, 77 Pacific Highway, North Sydney, N.S.W. PO Box 428, North Sydney.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendment – 1967:

The Board of Trade have been informed that the address of Exhibitions (London) Ltd., is now 169 Kensington High Street, London, W.8. (Tel. Western 8224/7).

Additions – 1967:

GLASGOW: SCOTTISH DAIRY SHOW AND NATIONAL STALLION SHOW – February 16-18.
* Apply, Stewart Gilmour Esq., C.A. The Glasgow Agricultural Society, 24 Beresford Terrace, Ayr, Scotland.

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 22-25. At Washington Hotel, W.1.
* Apply, Mr. R. G. Bowey, Hammer Marketing Services Ltd., 6 Pembroke House, Upperton Road, Eastbourne, Sussex.

LONDON: 'GIFTEX '67' LONDON'S INTERNATIONAL GIFT AND FANCY GOODS EXHIBITION – August 7-11. At Earls Court.
* Apply, Exhibitions (London) Ltd., 169 Kensington High Street, London, W.8. (Tel. Western 8224/7).

THE M&H GROUP

MERRITT & HATCHER LTD.

Extract of Mr. L. C. Edgley's Statement at the Annual General Meeting held on Friday, 30th September, 1966

PROFITS AND DIVIDENDS

From the Accounts it will be seen that the profits of the Group for the year were £596,356 compared with £446,065 for the previous year. After making provision for Taxation and Transfer to Taxation Equalisation Account, and after deducting the preference dividend there remains £375,142 (£207,214 for the previous year).

Out of this and of the balance brought forward distributions amounting to £88,871 (£90,385) have been provided leaving unappropriated profits carried forward at £547,372 (£268,589).

In their interim statement your Directors forecast a final dividend of 6½% on the Ordinary Capital. Although the profits justify such a distribution, your Directors propose to conform with the Government's call to all sections of the community to comply with their Prices and Incomes Policy. Accordingly, they are recommending a final dividend of only 1½% which with the interim dividend already paid in March last, makes a total distribution for the year of 12½% which is effectively the same as for the previous year.

On the assumption that (1) distributions for the current financial year will again be restricted and (2) the profits available justify such a course, it is intended to make an interim distribution of 6¼% payable as to 3% at the end of December, 1966, and 3¼% at the end of March, 1967.

GREENWICH (MERRITT AND HATCHER LTD.)

The reorganisation to which I referred last year has been extended. This has resulted in increased efficiency; so essential in view of the fierce competition in London in respect of newspapers and general printing.

The *South East London Mercury* will be the first of your Group's newspapers to be printed by the web-offset process at High Wycombe. The rotary letterpress plant at Greenwich will be released for sale and there will be some casual staff redundancy. Your Directors intend to charge any loss which may be incurred on this sale against the Contingency Reserve created in the Accounts for the year ended 31st March, 1965.

HIGH WYCOMBE (MERRITT AND HATCHER LTD.)

The profits show a little increase over those for the previous year: although revenues have advanced, costs and expenses have risen correspondingly. The introduction of web-offset will be a great asset in the future, but considerable, though exceptional expenditure has been occasioned by reorganisation and retraining of personnel. As this process only came into production very late in the year, £5,000 of this exceptional expenditure has been carried forward to be charged against the profits of the next two years.

The *South East London Mercury* is soon to be printed at High Wycombe, and it is your Directors' intention to centralise there the printing of other newspapers within your Group. Further use of this plant will be made by contracts now being negotiated.

WATFORD (C. H. PEACOCK LTD.)

Watford and district is a highly successful industrialised area in which the demand for labour is intense. This is shown by the number of "Situations Vacant" advertisements appearing in the *West Herts and Watford Observer*. This feature has led to the introduction of a new department for reception and canvassing by telephone, which has assisted in maintaining the volume of classified advertisements.

Because of this and other improvements in management control, the profits of this subsidiary have shown a satisfactory increase.

HENDON (WARDEN & CO. LTD.)

To ensure economic use of operative staff and machinery within the Group, the production of the newspapers of this subsidiary will be transferred to Watford. The works at Hendon are being closed at the end of August. During the period of transition, which has taken a considerable time, the staff at Hendon had been allowed to run down. This caused extra overtime which, together with certain costs of sub-contracting, has inevitably affected the profits for the year.

All the operatives at Hendon have been offered alternative employment within the Group and in any cases where this is not accepted appropriate redundancy payments will be made.

For the time being the local administration will continue to operate from the existing premises.

The majority of the plant will be transferred to other centres of activity within your Group. Steps are being taken to sell surplus buildings and plant.

SOUTHEND (JOHN H. BURROWS & SONS LTD.)

Since the acquisition of this subsidiary, a great deal of reorganisation has taken place, particularly as far as the general production is concerned.

This has not been easy due to the limited accommodation. The additional capacity of the rotary press which was made available during the previous Financial Year, has been well utilised during the period under review.

Special efforts have been made to widen the circulation area of the *Basildon, Billericay and Wickford Standard*, and to give to the area an improved news and advertisement coverage. These have resulted in a very satisfactory increase in profits.

PROSPECTS

In the years that I have been Chairman of your Company I have never found it more difficult to give you some indication of the future than I do at the present time.

It is inevitable that the deflationary policies which have been announced by the Government will make it more difficult to keep up both advertisement revenue and printing turnover, and it remains to be seen whether the same policies will result in checking the rise in costs and expenses.

I am hopeful that the effects of these measures will be offset by the results of the steps to increase efficiency and profitability within the Group to which I have already referred. I can foresee that considerably increased efforts will be called for from both management and staff if the present level of profits is to be maintained. I know that these will be forthcoming.

In this connection I would like to take this opportunity of thanking on behalf of the Board and the Shareholders all those employed within the Group who by their interest and co-operation have contributed to its continued success.

L. C. EDGLEY,

Chairman.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Double taxation—United States

THE Board of Inland Revenue announce that the Supplementary Protocol to the United Kingdom – United States Double Taxation Convention was ratified on September 9, 1966, and has now been published as the Schedule to an Order in Council numbered SI 1966 No. 1188.

Syria and Hungary

THE SYRIAN PRESS has reported the conclusion of long-term trade and payments agreements between the Syrian Arab Republic and Hungary.

Agreement has been reached for technical and scientific co-operation, including the exchange of experts, technical knowledge and the training of specialists.

During their talks, the two parties discussed the possibility of expanding bilateral economic co-operation and agreed on a protocol expressing Hungary's willingness to grant to Syria a loan of £5 million sterling for the import of Hungarian machinery and equipment as a contribution to Syria's economic development programme.

The protocol also recorded a decision to conclude a long-term agreement for economic co-operation in the near future, when terms for the use of the loan would be agreed. No other details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Brazil and the USSR

AN ADDITIONAL trade agreement between Brazil and the USSR was signed in Rio de Janeiro on August 9, 1966.

Under this agreement Brazil will purchase from the USSR machinery and equipment of various types up to a value of US $100 million during the period 1966-69. With the funds obtained from these sales the USSR will purchase Brazilian merchandise, 25 per cent of which will consist of finished and semi-finished goods.

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2293).

GERMANY **BIRKNER**

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ANNUAIRE DE L'INDUSTRIE DU PAPIER EN EUROPE

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Exemplare BIRKNER Reiseausgabe 1966/67 (enthält nur Teil 1 und 2 der Hauptausgabe)	
Copies of BIRKNER Travellers Edition 1966/67 (parts 1 and 2 only)	Price £4 5s. 0d. DM 47

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177 Regent Street, London, W.1
Telephone: REGent 6534/5

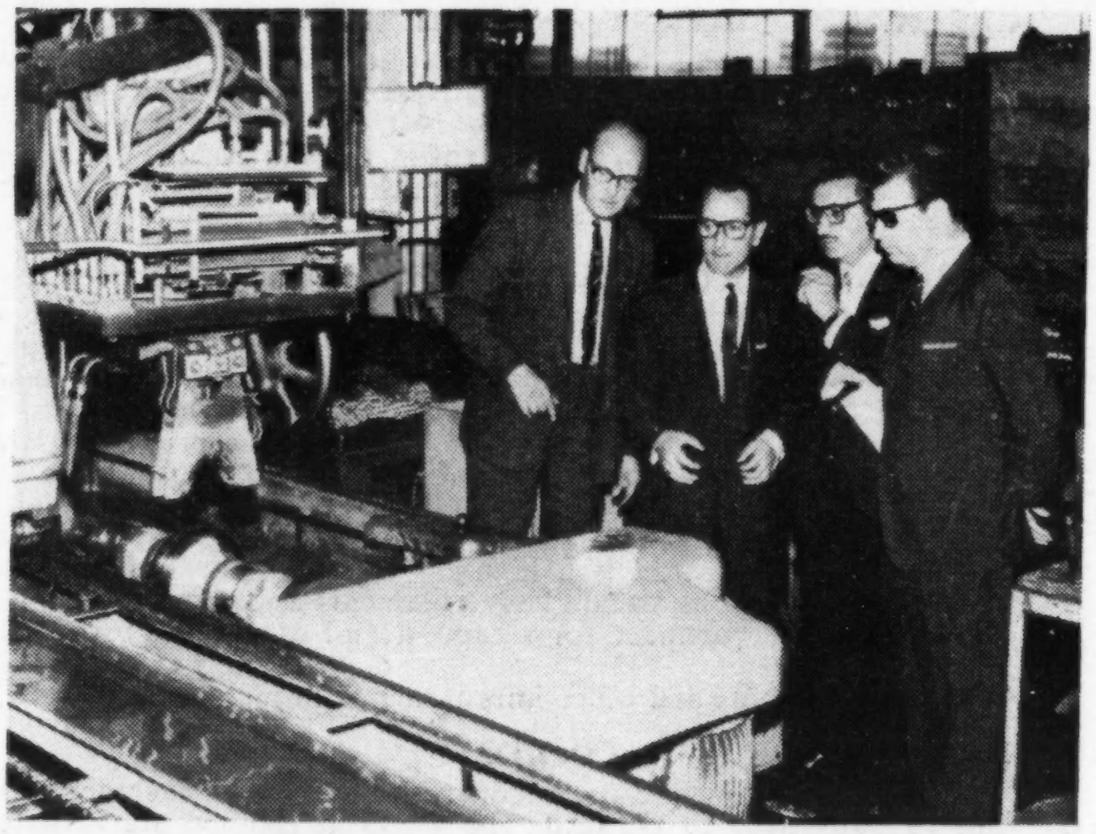
Hungary and Albania

THE HUNGARIAN PRESS has reported that a long-term trade and payments agreement between Hungary and Albania for the period 1966 to 1970 was signed in Budapest on August 12.

According to the press report Albania will export to Hungary chrome ore, bitumen, tobacco, tinned food, copper ware, citrus fruit, and various consumer goods.

Hungary will export to Albania machinery, cables, aluminium sheets, cement, pharmaceutical products, various textiles and miscellaneous articles. Detailed information on the quotas is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 9607 G.



Chilean Government officials discuss the engine crankshaft machining equipment in operation at the Ford Tractor Plant, Basildon, during their recent visit to see modern machinery and methods of agriculture in Britain. From left to right: Mr. A. DeBoo, Basildon Plant guide; Senor Miguel Barros, a member of the Chilean Government Machinery Import Commission and manager of CORFO Agricultural Machinery Credit department; Senor Alejandro Hales, President of the Government Machinery Import Commission and adviser to CORFO (Chilean Corporation for the Development of Production), and Senor Sergio Mardones, tractor manager of Ford, Chile.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Syria and East Germany

AN ECONOMIC aid agreement was signed in August 1965 between Syria and East Germany in which East Germany provides for the following projects:

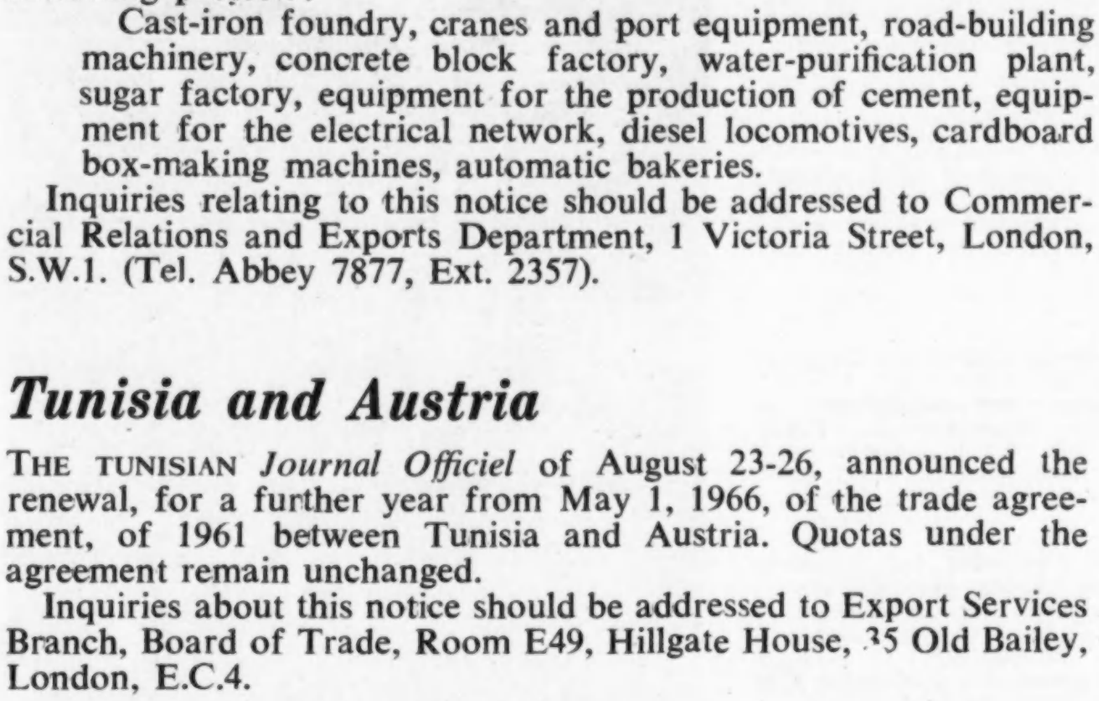
Cast-iron foundry, cranes and port equipment, road-building machinery, concrete block factory, water-purification plant, sugar factory, equipment for the production of cement, equipment for the electrical network, diesel locomotives, cardboard box-making machines, automatic bakeries.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Tunisia and Austria

THE TUNISIAN *Journal Officiel* of August 23-26, announced the renewal, for a further year from May 1, 1966, of the trade agreement, of 1961 between Tunisia and Austria. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4.



The three Members of Parliament for the City of Stoke-on-Trent, Mr. Robert B. Cant (second from left), Mr. Jack Ashley (third from left) and Mr. John Stewart Forrester (extreme right), paid a visit to H. & R. Johnson recently to see how the company is preparing to increase exports. The photograph shows them being greeted by Mr. D. H. Johnson, chairman of H. & R. Johnson Limited, manufacturers of ceramic glazed tiles.

Rhodesia stock: reported issue

IT IS REPORTED that the illegal regime in Rhodesia is to float through the Salisbury office of the Reserve Bank of Rhodesia a new £5.5 million three-year loan against the issue of 5 per cent local registered stock which will be redeemed at par on September 30, 1969.

HM Treasury point out that there is no legal authority for the raising of this loan. The present illegal regime in Rhodesia is not capable of incurring legal obligations on behalf of the Government of Southern Rhodesia. Any person who lends money or otherwise gives credit to or for the account of the illegal regime, or any agency or purported agency thereof, does so entirely at his own risk.

This has already been made clear in the general statement issued by HM Treasury on January 30, 1966 concerning credit to Rhodesians. The present loan is covered by that statement.

No permission will be given under the Exchange Control Act 1947 for United Kingdom residents to subscribe to the above-mentioned loan by way of either cash subscriptions or conversion of an existing holding, or to export a certificate of title to a Rhodesian security.

INSTANT EXPORT

WE CAN HELP YOU THIS MONTH

Book advertisement space this week in MACHINERY LLOYD and within 10 days you will receive the first of subsequent weekly free issues of our 'Trade Intelligence' bulletins containing current buying enquiries from all over the world, details of calls for tender from overseas Government Departments and economic surveys. You can stop paying for translations of your incoming business letters from abroad and send them to us instead—we will let you have translations free of charge on a 48-hour return basis throughout the period of your contract. You can also tell us that you want first-class agents in any country overseas and we will help you to find them—free.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433, Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ABU DHABI

Department of Public Works:

(188/66) Road Construction. November 17. E.S.B. 36027/66.

(188/66) Highway Construction. October 27. E.S.B. 36028/66.

(189/66) Construction of Sea Wall. October 27. E.S.B. 36026/66.

ARGENTINA

(189/66) Steel Billet Plant for Direccione Generale de Fabricaciones. (Further Information.) Closing date postponed to October 19. E.S.B. 27577/66.

(192/66) Power Plants for Servicios Electricos del Gran Buenos Aires. December 1. E.S.B. 36437/66.*

(192/66) Scientific Apparatus and Equipment for Universidad Nacional Del Sur. November 15. E.S.B. 36451/66.

AUSTRALIA

(190/66) Air Conditioning Equipment for Commonwealth Railways. November 8. E.S.B. 36097/66.*

(190/66) Radio Link Equipment for Department of Civil Aviation. (Further Information.) Closing date postponed to October 25. E.S.B. 31762/66.*

(190/66) Street Lighting Lanterns for Melbourne City Council. October 26. E.S.B. 36301/66.*

(189/66) Power Transformers for Sydney County Council. November 3. E.S.B. 35243/66.*

(188/66) Electrical Equipment for Townsville Regional Electricity Board. (Further Information.) Closing date postponed to October 26. E.S.B. 34308/66.*

BELGIUM

(190/66) Bridge Construction and Technical Services for Municipality of Antwerp. December 8. Tender documents now available. E.S.B. 34616/66.

BURMA

(188/66) Power Station for Electricity Supply Board. February 28, 1967. E.S.B. 35522/66.

Industrial Development Corporation:

(192/66) Canvas Weaving and Water Proofing Plant. November 16. E.S.B. 36399/66.*

(192/66) Brickmaking Plant. November 15. E.S.B. 36400/66.*

Myanma Export Import Corporation:

(187/66) Cylinder Rings. November 9. E.S.B. 35516/66.*

(187/66) Steel Tubes. October 24. E.S.B. 35507/66.*

(188/66) Hand and Machine Tools. October 30. E.S.B. 35533/66.*

(191/66) Reinforcing Steel. October 31. E.S.B. 36391/66.*

(191/66) Steel Casing. October 28. E.S.B. 36386/66.

(191/66) Asphalt. October 31. E.S.B. 36387/66.*

(191/66) CI Pipes. October 28. E.S.B. 36392/66.*

(191/66) Paint Brushes. October 29. E.S.B. 36393/66.*

(191/66) Cement. October 31. E.S.B. 36394/66.*

(192/66) Geophysical Survey Equipment. October 31. E.S.B. 36427/66.*

(192/66) Microscopes. October 31. E.S.B. 36428/66.*

(192/66) VHF Radio Sets. November 9. E.S.B. 36418/66.*

(192/66) Laboratory Equipment. October 31. E.S.B. 36425/66.*

(192/66) Mineralogical Equipment. October 31. E.S.B. 36426/66.*

(192/66) Carbide Tip Tools and Tips. November 4. E.S.B. 36419/66.*

(192/66) Chemicals. October 31. E.S.B. 36422/66.*

(192/66) Laboratory Equipment. October 31. E.S.B. 36423/66.*

A three-panel low voltage motor control board, for export to the Chinese People's Republic, in the course of erection at the Blackwood, Monmouthshire works of South Wales Switchgear Limited. This new design of motor control centre was ordered on behalf of the China National Technical Import Corporation after being shown at the Peking Exhibition last year. It is for inclusion in a polypropylene plant being built in China by High Polymer and Petrochemical Engineering Limited, a member of the Vickers Group.

CEYLON

(191/66) Tractors and Trailers for Ceylon Government Railway. October 24. E.S.B. 36335/66.*

(191/66) Burnishing Equipment for Ceylon State Hardware Corporation. November 2. E.S.B. 36344/66.

Ceylon Transport Board:

(191/66) Windows and Windscreens. November 2. E.S.B. 36336/66.

(191/66) Transmitter/Receiver. November 2. E.S.B. 36337/66.

(189/66) Bleached Sulphite Pulp for Eastern Paper Mills Corporation. November 8. E.S.B. 36012/66.*

(187/66) Corrugated Steel Sheets for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 34015/66.*

(191/66) Water Tanks; Buckets for Railway Head Office Tender Board. October 19. E.S.B. 36353/66.

(192/66) Electrical Stores for River Valley Development Board. October 29. E.S.B. 36461/66.*

COLOMBIA

(191/66) Crane for Central Hidroelectrica de Caldas SA. (Further Information.) Tender documents now available. E.S.B. 33454/66.*

(192/66) Vigilance Radar System for Empresa Colombiana de Aerodromos. November 16. E.S.B. 36464/66.*

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DENMARK

COSTA RICA

(191/66) Transformers; Lightning Arresters for Instituto Costarricense de Electricidad. October 24. E.S.B. 36341/66.*

CYPRUS

The Electricity Authority:
(188/66) Steam Generating Plant and Equipment. January 17. E.S.B. 35538/66.*
(188/66) Steam Turbo-Generator. January 17. E.S.B. 35539/66.*
Ministry of Health:
(189/66) Vaccine. October 22. E.S.B. 36050/66.
(189/66) Pharmaceuticals. October 22. E.S.B. 36048/66.
(189/66) Sera and Vaccine. October 22. E.S.B. 36051/66.
(189/66) Medical Sundries. October 22. E.S.B. 36052/66.
(192/66) Medical Sundries. (Further Information.) Tender documents now available. E.S.B. 36052/66.*

ETHIOPIA

Imperial Board of Telecommunications of Ethiopia:
(187/66) Rural Carrier Equipment. October 19. E.S.B. 35555/66.*
(188/66) Radio Relay Station. October 24. E.S.B. 35556/66.*

FORMOSA

Central Trust of China:
(191/66) Fumiron Tablets. October 26. E.S.B. 36367/66.*
(191/66) Steel. October 24. E.S.B. 36370/66.*
(191/66) Passenger Lifts. October 21. E.S.B. 36366/66.*
(191/66) Riogen Tablets. October 26. E.S.B. 36368/66.*
(191/66) Aldrin. October 24. E.S.B. 36369/66.*
(192/66) Tractor Spares. October 28. E.S.B. 36371/66.*
(192/66) Protective Clothing. October 24. E.S.B. 36373/66.*
(192/66) Explosion-proof Starters. October 31. E.S.B. 36376/66.*

FRANCE

(190/66) Stationers' Sundries etc. for Council of Europe. November 7. E.S.B. 36311/66.*

GREECE

(191/66) Plates for Tyre Rings for Hellenic State Railways. October 21. E.S.B. 36312/66.*
Ministry of Commerce:
(189/66) Batteries. October 24. E.S.B. 36030/66.*
(189/66) Electrical Materials. October 19. E.S.B. 36031/66.*
(189/66) Office Stationery. October 19. E.S.B. 36032/66.*
(189/66) Pumping Units. October 19. E.S.B. 36033/66.*
(189/66) Motor Engines. October 21. E.S.B. 36034/66.*
(189/66) Fire Fighting Pumps. October 19. E.S.B. 36043/66.*

HONG KONG

(188/66) X-ray Equipment for the Colonial Secretariat. (Further Information.) Tender documents now available. E.S.B. 34942/66.*

INDIA

(189/66) Tributyl Phosphate for Atomic Energy Establishment. (Further Information.) Tender documents now available. E.S.B. 34998/66.*
Directorate General of Supplies and Disposals:
187/66) Lightning Arresters. October 27. E.S.B. 35295/66.*
(190/66) Tin Ingots. November 16. E.S.B. 36302/66.
(190/66) Zinc Ingots. December 2. E.S.B. 36303/66.
(190/66) Spring Buckling Press. October 28. E.S.B. 36321/66.*
(190/66) Flaw Detector. October 19. E.S.B. 36323/66.*
(188/66) Switchgear Equipment for Government of Mysore. (Further Information.) Closing date postponed to October 20. E.S.B. 25466/66.*
(188/66) Machine Tools for Hindustan Aeronautics Ltd. October 27. E.S.B. 36014/66.
(188/66) Core Drilling Plant for India Supply Mission, London. October 27. E.S.B. 36046/66.
(187/66) Resistance Wire for Indian Telephone Industries Ltd. (Further Information.) Tender documents now available. E.S.B. 32289/66.*
(188/66) Dam and Power House Construction for Koyna Hydro Electric Project. (Further Information.) Tender documents now available. E.S.B. 15887/66.*
(189/66) Pipes for Madras State Electricity Board. (Further Information.) Closing date postponed to October 28. E.S.B. 32877/66.*
(190/66) Coal Crushers for National Coal Development Corporation. November 1. E.S.B. 36088/66.*

IRAN

(189/66) Fertilizer for Iranian Factories Corporation. (Further Information.) E.S.B. 32776/66.
Iranian State Railways:
(189/66) Drills. (Further Information.) Tender documents now available. E.S.B. 27897/66.*
(189/66) Electro-Compressor. December 7. E.S.B. 35591/66.*
(189/66) White Paper for Iranian Tobacco Monopoly. December 10. E.S.B. 35592/66.*

IRAQ

(188/66) Metals for Administration of Distribution of Oil Products. (Further Information.) Tender documents now available. E.S.B. 35201/66.*
Iraqi Ports Administration:
(192/66) Rubber Materials. October 27. E.S.B. 36459/66.
(192/66) Teleprinter Paper. November 3. E.S.B. 36456/66.
(192/66) Bass Brooms. October 27. E.S.B. 36457/66.
(192/66) Calculating Machines. October 20. E.S.B. 36458/66.
Ministry of Defence:
(188/66) Spare Parts for Tractor. November 15. E.S.B. 35272/66.
(188/66) Heating System. November 12. E.S.B. 35579/66.
(191/66) Vehicle Spare Parts. (Further Information.) Closing date postponed to October 29. E.S.B. 24207/66.*

IRISH REPUBLIC

(188/66) Radio Communication Equipment for Clare County Council. (Further Information.) Closing date postponed to October 31. E.S.B. 32798/66.
(189/66) Television Outside Broadcast Unit for Radio Telefis Eireann. October 31. E.S.B. 36049/66.

JORDAN

(188/66) Chemicals; Laboratory Equipment; Surgical Instruments for Central Tender Board. October 22. E.S.B. 35226/66.*
(188/66) Electric Meters for Jordan Jerusalem District Electricity Co. Ltd. October 31. E.S.B. 35578/66.*
(189/66) Road Construction for Ministry of Communications. (Further Information.) Closing date postponed to November 16. Tender documents now available. E.S.B. 25724/66.

KENYA

(189/66) Road and Bridge Construction for Ministry of Works (Pre-Qualification.) December 16. E.S.B. 36098/66.

LEBANON

La Regie Libanaise des Tabacs et Tombacs:
(188/66) Gold Paper. October 20. E.S.B. 35585/66.*
(188/66) Cigarette Paper. November 9. E.S.B. 35586/66.*
(188/66) Paper and Board. November 30. E.S.B. 35588/66.*
(188/66) Aluminium Foil. November 16. E.S.B. 35587/66.*

LIBYA

(189/66) Water Pipe System for Soil and Water Conservation Department. October 24. E.S.B. 36071/66.

MALAYSIA

Public Works Department:
(189/66) Bituminous Road Materials. November 14. E.S.B. 36061/66.*
(189/66) Sewage Treatment Plant. November 9. E.S.B. 36065/66.
Survey Department:
(191/66) Paper Guillotine. October 28. E.S.B. 36362/66.*
(192/66) Paper Sheet-Counting Machine. October 28. E.S.B. 36357/66.*

MALTA

Director of Contracts:
(191/66) Protein and Vitamin Concentrates. October 26. E.S.B. 36384/66.*
(191/66) Telephone Exchange. November 16. E.S.B. 36388/66.*
(188/66) Tailoring Materials for Education Department. October 21. E.S.B. 36003/66.

Robert Hudson of Leeds have recently shipped a Kiwi crane to Terrapin of Ireland Limited, who will use the machine to handle prefabricated building sections at their new factory in Wicklow. The Kiwi is fitted with hydraulic winching, and a special addition load point on the jib. These cranes are already widely used in this country for stockyard handling duties, whilst Hudson's state that export orders have been received from a number of markets in Europe and North Africa.

(188/66) Pharmaceuticals for Medical Department. October 26. E.S.B. 36005/66.*
Public Works Department:
(189/66) Steel Framed Buildings. October 26. E.S.B. 36006/66.*
Water Works Department:
(188/66) Iron Pipes and Joints. October 26. E.S.B. 36002/66.
(189/66) Brass Stopvalves. October 26. E.S.B. 36004/66
(189/66) Chlorinators. October 26. E.S.B. 35872/66.
(189/66) Diesel Alternator. October 26. E.S.B. 36063/66.
(190/66) Iron Pipes and Joints. (Further Information.) Tender documents now available. E.S.B. 36002/66.*
(191/66) Brass Stopvalves. (Further Information.) Tender documents now available. E.S.B. 36004/66.*

MOROCCO

La Pharmacie Centrale de la Sante Publique:
(189/66) Pharmaceuticals and Chemicals. October 28. E.S.B. 36082/66.*
(190/66) Chemicals and Pharmaceuticals. October 25. E.S.B. 36084/66.*
(190/66) Pharmaceuticals and Chemical Raw Materials. October 27. E.S.B. 36087/66.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(187/66) Hygienic and Cleaning Materials. October 26. E.S.B. 35550/66.
(187/66) Telegraph and Telephone Equipment. October 26. E.S.B. 35551/66.*
(187/66) Crucibles and Accessories. November 11. E.S.B. 35553/66.
(187/66) Electronic Computers. November 11. E.S.B. 35554/66.
(188/66) Level Glasses. October 26. E.S.B. 35552/66.

PACKERS FOR EXPORTS

Machinery • Tractors • Gleaners • Cars • Spares
Makers of Pallets, Stillages, Boxes, Crates, Cable Drums
ANYTHING IN WOOD
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NEW ZEALAND

(187/66) Switchgear for Ashburton Electric-Power and Gas Board. November 18. E.S.B. 35558/66.*

Dunedin City Corporation:

(191/66) Cable. October 25. E.S.B. 36379/66.*

(191/66) Cable. November 21. E.S.B. 36377/66.*

(191/66) Pumps and Heaters for NZ Forest Products Ltd. October 21. E.S.B. 36380/66.*

(191/66) Ink Erasers for General Post Office, Wellington. October 31. E.S.B. 36338/66.*

(191/66) Paper for Government Printing Office. October 25. E.S.B. 36340/66.*

(189/66) Drive-on Berth Electrical and Hoist Equipment for Lyttelton Harbour Board, Christchurch. November 4. E.S.B. 35113/66.*

(191/66) Control Gear for NZ Steel Ltd. (Pre-qualification.) E.S.B. 36401/66.

PAKISTAN

(188/66) Steelworks Plant and Machinery for East Pakistan Industrial Development Corporation. (Further Information.) Tender documents now available. E.S.B. 34920/66.*

(190/66) Lightning Arrestors for East Pakistan Water and Power Development Authority. October 25. E.S.B. 36313/66.*

(192/66) Trailers for Karachi Port Trust. October 24. E.S.B. 36442/66.

(190/66) Transmitter and Receiver for Pakistan Telegraph and Telephone Department. November 7. E.S.B. 36330/66.

SOUTH AFRICA

Cape Provincial Tender Board:

(191/66) Steel Wire. October 21. E.S.B. 36348/66.*

(191/66) Pipe Moulds. October 18. E.S.B. 36347/66.*

(191/66) Audiometer, Projector and Tape Recorder. October 25. E.S.B. 36346/66.*

State Tender Board:

(189/66) Two-Channel Spectrometer. October 20. E.S.B. 36076/66.*

(189/66) Transformer Rectifier. October 27. E.S.B. 36078/66.*

(190/66) Fineness Meters. October 27. E.S.B. 36081/66.*

(190/66) Electric Motor and Starter. October 19. E.S.B. 36079/66.*

(191/66) Laundry Machinery. November 22. E.S.B. 36352/66.*

SPAIN

(190/66) Chain Tractors for Ministerio de Agricultura. October 24. E.S.B. 36090/66.

(189/66) Construction Works for Ministerio de Obras Publicas. October 21. E.S.B. 36007/66.

(188/66) Diesel Engines and Repair Works for Red Nacional de los Ferrocarriles. October 31. E.S.B. 36008/66.

SUDAN

(190/66) Lifts for Ministry of Works. November 17. E.S.B. 36096/66.*

Sudan Railways:

(188/66) Grab Dredger. November 8. E.S.B. 35589/66.

(190/66) Pipes and Accessories. October 25. E.S.B. 36093/66.*

THAILAND

Provincial Electricity Authority:

(188/66) Transformers. October 27. E.S.B. 35577/66.*

(188/66) Lightning Arrestors. October 25. E.S.B. 35576/66.*

(188/66) Cable. October 21. E.S.B. 35567/66.*

(188/66) Copper Cable. October 28. E.S.B. 35540/66.*

(188/66) Line Clamps. October 20. E.S.B. 35571/66.*

(189/66) Radio Telephone Equipment. November 4. E.S.B. 36022/66.*

Royal Irrigation Department:

(188/66) Steel Sheet Piling and Reinforcing Bars. October 28. E.S.B. 35544/66.*

(192/66) Contractors' Plant and Equipment. November 1. E.S.B. 36443/66.*

State Railway of Thailand:

(187/66) Steel. November 28. E.S.B. 35547/66.*

(187/66) Galvanized Steel Wire. October 25. E.S.B. 35570/66.

(188/66) Iron and Steel. November 14. E.S.B. 35542/66.*

URUGUAY

AFE (State Railways):

(188/66) Lubricants and Greases. October 27. E.S.B. 35573/66.

(188/66) Discs for Motor Coaches. October 26. E.S.B. 35572/66.

ZAMBIA

Central Supply and Tender Board:

(188/66) Injections. October 28. E.S.B. 35581/66.

(188/66) Distribution Boxes. October 21. E.S.B. 35582/66.

(-189/66) Fire Fighting equipment. October 28. E.S.B. 36057/66.

(190/66) Confectionery and Tobacco. October 21. E.S.B. 36089/66.

Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate, Ldn.).

Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (Telephone inquiries to City 5757, Ext. 427).

Afghanistan

(189/66) Agency inquiry for knitting machines. E.S.B. 35668/66.

Australia

(187/66) Agency inquiry for knitwear; millinery accessories. E.S.B. 35443/66.

(188/66) Agency inquiry for P.V.C. piping. E.S.B. 35469/66.

(191/66) Agency inquiry for clothing; fancy goods; glassware and ceramics; lamps; tableware; toys. E.S.B. 26723/66.

(189/66) Inquiry for conduit fittings. E.S.B. 35430/66.

(189/66) Inquiry for dust collection equipment; foundry machinery and supplies; grinding machines and associated equipment. E.S.B. 34565/66.

(189/66) Inquiry for hats; hoods. E.S.B. 35370/66.

Barbados

(190/66) Inquiry for cookers; water heaters. E.S.B. 35719/66.

Bermuda

(187/66) Inquiry for bathroom fittings; fire extinguishers; mirror and picture frames; shelf coverings; TV and radio; waste disposal units. E.S.B. 21713/66.

Bolivia

(190/66) Inquiry for domestic heating and sanitary equipment. E.S.B. 35856/66.

(190/66) Inquiry for malt germinating rooms; storage tanks. E.S.B. 35854/66.

Canada

(188/66) Agency inquiry for chinaware; earthenware; housewares; novelties. E.S.B. 35434/66.

(188/66) Agency inquiry for sports goods. E.S.B. 35319/66.

(190/66) Agency inquiry for consumer goods. E.S.B. 34783/66.

(188/66) Inquiry for industrial equipment. E.S.B. 35487/66.

(189/66) Inquiry for home furnishings; kitchenware; smokers' requisites; tableware. E.S.B. 35713/66.

(190/66) Inquiry for decoration material and equipment. E.S.B. 35491/66.

(191/66) Inquiry for degummer. E.S.B. 35633/66.

(192/66) Inquiry for cement; glass; hardware; tar. E.S.B. 36202/66.

(192/66) Inquiry for motor cycle and scooter accessories. E.S.B. 36204/66.

Ceylon

(187/66) Agency inquiry for steel pipes. E.S.B. 35445/66.

Colombia

(189/66) Inquiry for enamelling plant. E.S.B. 35791/66.

Costa Rica

(190/66) Agency inquiry for insecticides and fungicides. E.S.B. 35402/66.

Denmark

(189/66) Agency inquiry for corduroy. E.S.B. 35185/66.

(191/66) Agency inquiry for crystal and faience ware. E.S.B. 35906/66.

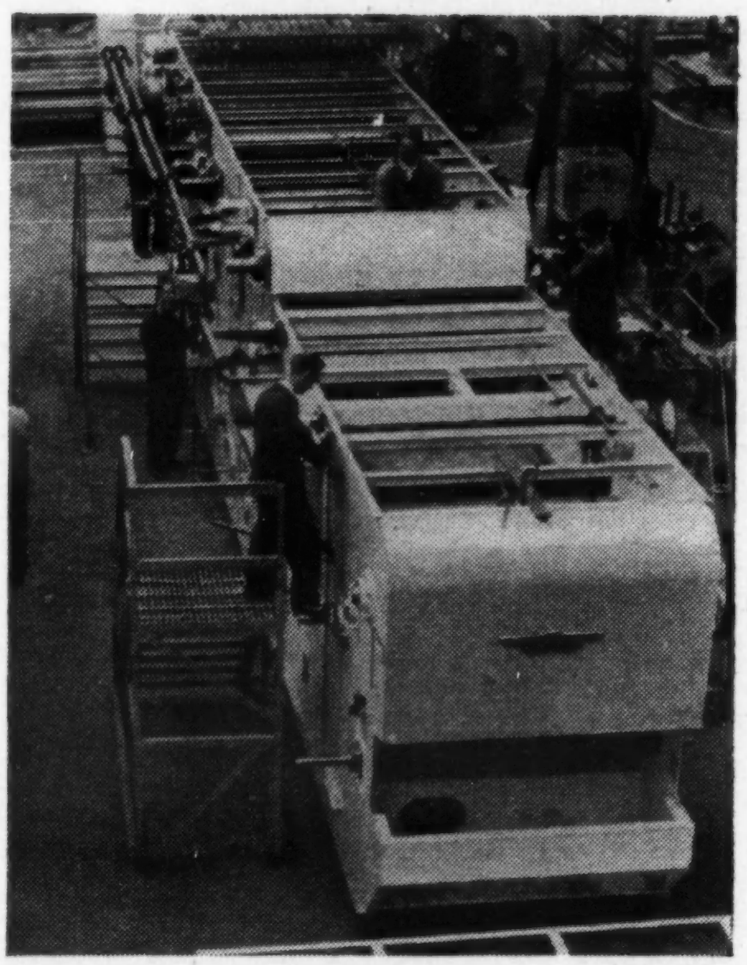
(192/66) Agency inquiry for household articles; stationery items. E.S.B. 35840/66.

(187/66) Inquiry for nylon. E.S.B. 35341/66.

Dominican Republic

(191/66) Agency inquiry for caustic soda; cement; cotton yarn; tubing. E.S.B. 35867/66.

(191/66) Agency inquiry for diesel motors; motor vehicle bodies. E.S.B. 35901/66.



With current export orders for brewery machinery destined for Kenya worth £213,000, this Barry-Wehmiller bottle cleaner and pasturizer will be the first unit to be sent to this territory. It is for City Brewery Ltd., Nairobi, an associated company of Whitbread's of London, and is being built by Dobson & Barlow Ltd., Bolton. When the unit is completed it will be more than 51 ft. long, 11 ft. high and 10 ft. wide. Weighing more than 43 tons, the unit will be shipped, dismounted and re-assembled by the company's own fitters at the customer's brewery.

(191/66) Agency inquiry for foodstuffs; hardware. E.S.B. 35902/66.

(191/66) Agency inquiry for foodstuffs; hardware; novelties. E.S.B. 35919/66.

(191/66) Agency inquiry for glass; straps; wire mesh. E.S.B. 35766/66.

(192/66) Agency inquiry for chemical and pharmaceutical products. E.S.B. 35866/66.

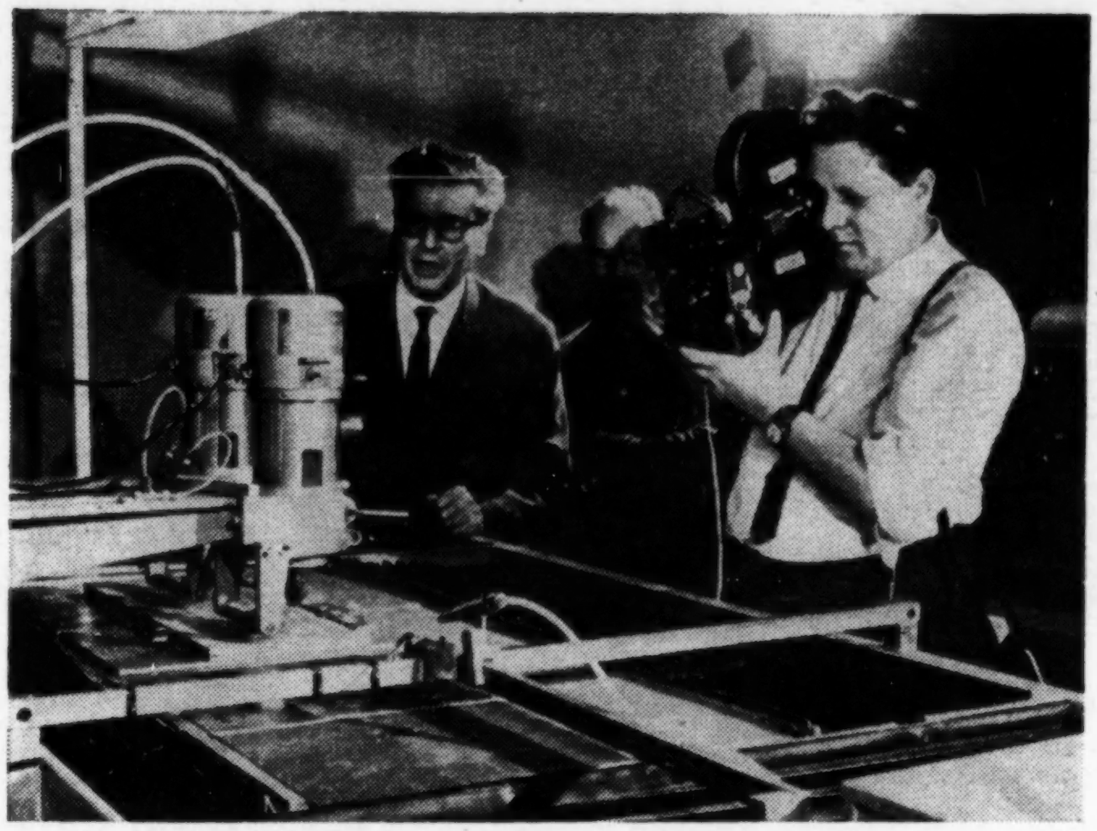
(192/66) Agency inquiry for construction and industrial equipment. E.S.B. 35918/66.

(192/66) Agency inquiry for dyes for clothing. E.S.B. 35911/66.

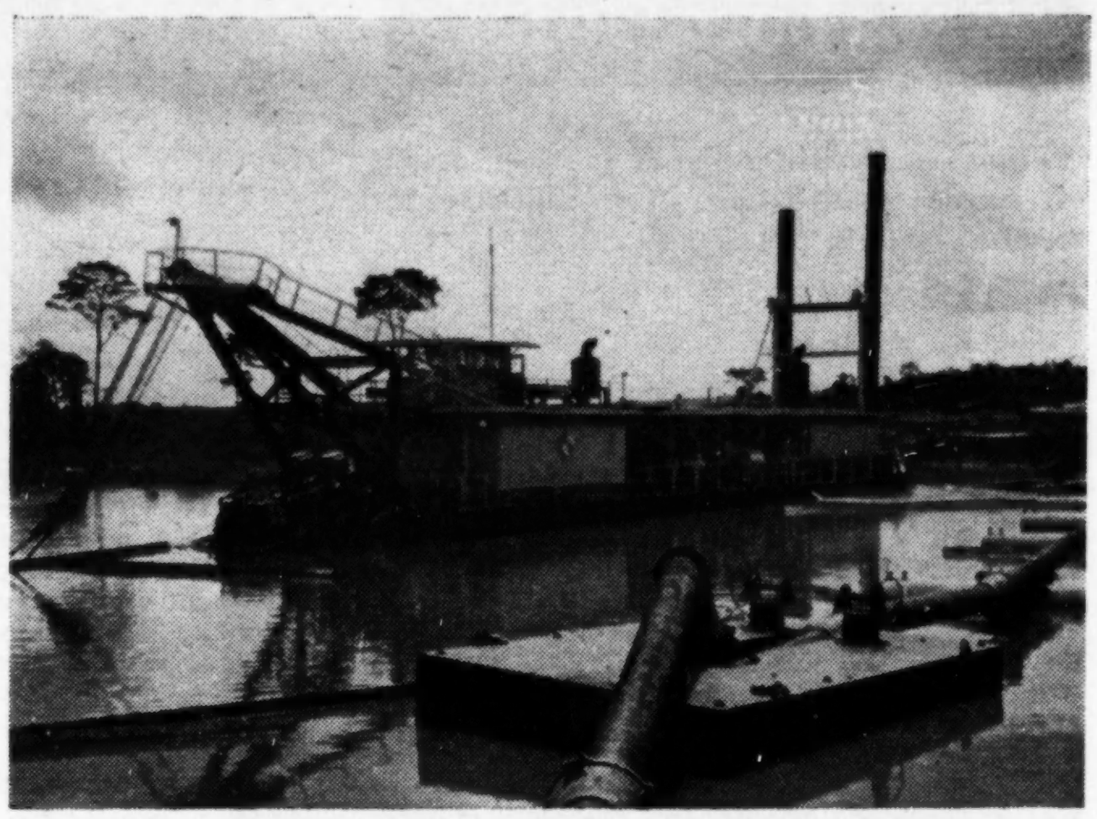
(192/66) Agency inquiry for industrial machinery. E.S.B. 35868/66.

El Salvador

(189/66) Inquiry for electric motors. E.S.B. 35788/66.



A film unit from the Czechoslovakian Ministry of Culture spent two days shooting scenes at the Kidsgrove, Staffordshire, factory of English Electric-Leo-Marconi Computers Ltd. for a documentary film on the manufacture and use of computers. The film will be shown primarily to universities and schools in Czechoslovakia. It will also be released to all cinemas and television in Czechoslovakia, and it is expected that copies will be available for showing in this country. English Electric has strong ties with Czechoslovakia following the recent £1 million order for three computers, two of which are now in operation. One is used by the Czech State Railway and the other by the country's largest steelworks at Ostrava; both will be featured in the film.



Construction work by Taylor Woodrow of Sierra Leone Ltd. is now coming to a close on the rutile mining project carried out for Sherbro Minerals Ltd. (a partnership formed by Pittsburgh Plate Glass Company of the United States and British Titan Products Company Ltd.) which will eventually produce some 100,000 tons a year of the mineral (a titanium dioxide ore). Taylor Woodrow's contract, valued at approximately £1.25 million, involved the installation and commissioning of a further £4 million worth of materials and equipment supplied by the client.

Formosa
(188/66) Inquiry for test equipment. E.S.B. 35447/66.

France
(188/66) Agency inquiry for department store goods; giftware; ironmongery. E.S.B. 35039/65.
(189/66) Agency inquiry for electrical appliances. E.S.B. 33625/66.
(191/66) Agency inquiry for floor coverings. E.S.B. 35905/66.
(191/66) Manufacture under licence – concrete mixers. E.S.B. 35768/66.
(192/66) Agency inquiry for bicycle accessories; cutlery; sports goods. E.S.B. 35963/66.
(192/66) Agency inquiry for industrial materials and equipment. E.S.B. 35962/66.

Germany, Federal Republic of
(187/66) Agency inquiry for yarns. E.S.B. 35453/66.
(192/66) Agency inquiry for knitted and woven garments; textiles. E.S.B. 36102/66.
(189/66) Inquiry for foodstuffs. E.S.B. 33693/66.
(190/66) Inquiry for uniform cloths. E.S.B. 10016/66.

Ghana
(187/66) Inquiry for poultry feed manufacturing machinery; starch manufacturing machinery. E.S.B. 25558/66.

Greece
(189/66) Agency inquiry for regulators; sanitary ware. E.S.B. 35873/66.
(189/66) Agency inquiry for spirits. E.S.B. 35844/66.
(190/66) Agency inquiry for machine tools; tools. E.S.B. 35810/66.

Hong Kong
(189/66) Inquiry for commercial kitchen appliances; domestic refrigerators; refrigeration plant. E.S.B. 22394/66.

Hungary
(192/66) Budapest International Fair. G.D. 8961/G.

India
(190/66) Inquiry for grinding machines; measuring equipment; technical collaboration in manufacture of engineering gauges. E.S.B. 34120/66.

Iran
(191/66) Inquiry for agricultural machines; contractors' plant; metal working machine tools; metal ingots; stone cutting machines. E.S.B. 33567/66.

Italy
(188/66) Agency inquiry for beer. E.S.B. 35470/66.
(188/66) Inquiry for guns and ammunition; sportswear. E.S.B. 35494/66.
(188/66) Agency inquiry for swimming costumes. E.S.B. 32928/66.
(192/66) Agency inquiry for dental appliances and materials. E.S.B. 36227/66.

Japan
(191/66) Inquiry for asbestos board. E.S.B. 34504/66.

Jordan
(188/66) Inquiry for stone crushing plant. E.S.B. 35673/66.
(192/66) Agency inquiry for acids; chemicals and essences; soap. E.S.B. 36133/66.
(192/66) Agency inquiry for boilers and burners; pipe fittings; radiators and accessories; sanitary ware; meters. E.S.B. 35988/66.

Kenya
(191/66) Inquiry for christmas crackers; fireworks. E.S.B. 35828/66.

Malaysia
(188/66) Inquiry for metal working machinery. E.S.B. 35390/66.

Morocco/Benelux
(190/66) Trade Agreement. C.R.E. 8297/G.

Morocco/Denmark
(190/66) Trade Agreement. C.R.E. 9267/G.

Morocco/Spain
(190/66) Trade Agreement. C.R.E. 6713/G.

Netherlands Antilles
(192/66) Agency inquiry for automotive spare parts; electrical equipment. E.S.B. 36137/66.

New Zealand
(189/66) Agency inquiry for cellulose loaf. E.S.B. 35740/66.
(189/66) Inquiry for cosmetics; drugs. E.S.B. 35685/66.
(190/66) Manufacture under licence – floors; partitions; ceilings. E.S.B. 33690/66.

Pakistan
(190/66) Agency inquiry for hydraulic presses; sugar mill machinery. E.S.B. 35827/66.
(189/66) Inquiry in respect of foodgrain storage equipment; train lighting equipment. E.S.B. 35698/66.

Rumania
(189/66) Inquiry for television tube production equipment. E.S.B. 35497/66.

Saudi Arabia
(187/66) Agency inquiry for biscuits. E.S.B. 35361/66.
(187/66) Agency inquiry for wire rope. E.S.B. 35601/66.

South Africa
(190/66) Agency inquiry for cutlery and crockery; fancy goods; jewellers machinery; oil extraction machinery; rugs. E.S.B. 31447/66.
(190/66) Manufacture under licence – pharmaceuticals and toilet preparations. E.S.B. 21319/65.
(192/66) Agency inquiry for constructional plant; industrial plant and machinery. E.S.B. 34217/66.

Spain
(187/66) Agency inquiry for chockes and capacitors. E.S.B. 35448/66.

Switzerland
(191/66) Agency inquiry for blouses; dresses; knitwear. E.S.B. 35984/66.
(192/66) Agency inquiry for clamping tools and accessories. E.S.B. 36171/66.

Tanzania
(190/66) Manufacture under licence – pedal cycles. E.S.B. 30686/66.

Thailand
(189/66) Inquiry for auto diagnosis machine. E.S.B. 35608/66.
(189/66) Inquiry for rubber composition. E.S.B. 35429/66.

Tunisia/Austria
(192/66) Trade Agreement. C.R.E. 7872/G.

Tunisia/Pakistan
(190/66) Trade Agreement. C.R.E. 7838/G.

Tunisia/Rumania
(190/66) Trade Agreement. C.R.E. 13318/G.

Tunisia/Spain
(190/66) Trade Agreement. C.R.E. 7850/G.

Tunisia/The Democratic Republic of the Congo (Kinshasa)
Trade Agreement. C.R.E. 10667/G.

Turkey
(189/66) Inquiry for wool treatment machinery. E.S.B. 35311/66.
(191/66) Manufacture under licence – cement works machinery; cranes; electrical and electronic control equipment; paints. E.S.. 35472/66.

Uganda
(190/66) Inquiry for filler paste; licence holders. E.S.B. 32304/66.

United States of America
(190/66) Agency inquiry for textiles. E.S.B. 35042/66.
(187/66) Inquiry for tools. E.S.B. 35420/66.
(192/66) Inquiry for mats, matting and stair treads. E.S.B. 35065/66.

Various Countries
(188/66 and 192/66) Practical export help from BSI.
(189/66) Visits by overseas commercial representatives. E.S.B. 6865/66.

Venezuela
(192/66) Agency inquiry for belt manufacturing accessories; photo frames; plastic articles; pots and pans. E.S.B. 36151/66.

Zambia
(189/66) Agency inquiry for foodstuffs; footwear; thread. E.S.B. 35739/66.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

£250,000 tractor order

International Harvester Co. of Great Britain Ltd. have won an order from Tunisia for 120 International TD-8 (82 series) crawler tractors worth approximately £250,000. These 60 hp diesel-powered machines were introduced in July and incorporate planetary final drive for improved drawbar pull. They are for delivery to the Tunisian Ministry of Agriculture and will be used for intensifying cultivation in various parts of the country. This is the second substantial order received by IH Great Britain from Tunisia in recent months. In April it was announced they had sold to that country 750 wheel tractors worth £700,000.

Gas plant for Japan

The Power-Gas Corporation Limited, Stockton-on-Tees, a member of the Davy-Ashmore Group, has obtained a further order for a town gas plant from the Tokyo Gas Company. This contract, the latest of several to be awarded to Power-Gas by the Tokyo Gas Company, is for a unit to produce 800,000 cubic metres per day of lean gas of low toxicity using the ICI naphtha reforming process. The unit, which is due for completion in the autumn of 1967, will become part of the large complex at the new Negishi Works at Yokohama. As with their previous contracts for the Tokyo Gas Company, Power-Gas will collaborate with Mitsubishi Kakoki Kaisha Ltd. (MKK).

£63,000 cable order

Auckland Electric Power Board, New Zealand, have placed an order for 11 kV paper insulated mains cable, worth £63,000, with Aberdare Cables Limited, Glamorgan, a member of the Aberdare Group of Companies.

GEC handling plant for Norway

The Fraser & Chalmers Division of GEC (Process Engineering) Ltd., has received an order valued at over £700,000 for the supply, erection and commissioning of materials handling equipment in Norway. The order was placed by the Wellman Engineering Corporation Ltd. for the new aluminium plant being built for A/S Alnor at Karmoy Island off the coast of Norway.

Polish deal for Storeys

Storeys of Lancaster, manufacturers of plastic sheeting, have signed a contract worth £78,000 to supply 135,000 square yards of their Niolan and Storide ranges to the Polish Import Export Organization for the Leather Industry for use by Polish boot and shoe manufacturers. Footwear made of the material will be on sale in Polish shoe stores in readiness for the coming winter trade. A three-man Polish delegation visited Lancaster in May and the deal was completed early last month at the Poznan International Fair.

1,000 yards of carpet

Colin Campbell Ltd., Carpet Trades Ltd's. agents in Western Canada, are supplying 1,000 yards of face-to-face figured Wilton quality carpet to HB Floors and Building Limited. The carpet will be installed in an ultra-modern multi-storey flat and office precinct in Vancouver, British Columbia.

Sales and service in Yugoslavia

The Muir-Hill Division of Winget Limited, Gloucester, has sold three Muir-Hill BD8 tractor shovels to Kreke Mining Limited, Tuzla, Yugoslavia for use in open-cast coal mining. Muir-Hill recently exhibited their shovels and cranes at Belgrade and have now established a resident service engineer in Yugoslavia.

Pocket stations from Brunei

The crown agents for Brunei have ordered 12 500kVA pocket glass fibre substations from South Wales Switchgear Ltd. This specialized equipment was designed by SWS for use on the electricity supply system in the United Kingdom but is now proving its value in overseas areas.

Equipment for USSR polyester plant

The Industrial Products Division of General Precision Systems Ltd., Aylesbury, has received an order for eight sets of automatic production recording (APR) equipment from Dobson & Barlow Machinery Sales Ltd., Oldham, for incorporation in a new polyester fibre plant for the USSR. Dobson & Barlow (a member of the Stone Platt group) are associated with Constructors John Brown Ltd. and Imperial Chemical Industries Ltd. in Polyspinners, the company responsible for the complete plant, which is to be put up at Mogilev, near Minsk.

The contract for the fabrication and supply of 30 ft. diameter steel Wye branches destined for West Pakistan's huge Mangla Dam project and forming part of the steel lined tunnels supplying water to the dam's electricity generators, was awarded to Whessoe by Chicago Bridge Ltd. Computer techniques have been employed in the calculations necessary for their development and fabrication. Picture shows trial erection of the crutch section of No. 1 Wye branch.

Marconi Doppler for Portuguese airline

Transportes Aereos Portugueses, the Portuguese international airline, have selected the Marconi Doppler Navigator as the primary en-route navigational aid for their Boeing 707/320B aircraft which have recently come into service. The fully transistorized Marconi Doppler system has already been ordered by Air New Zealand, East African Airways, Ghana Airways, Quantas and Iraqi Airways, in addition to BOAC.

More car alarms for export

Stellar Components (Sales) Ltd., London, recently received orders for the Selmar car alarm totalling nearly £15,000 from one of their export agents, C. J. Penn Limited.

Kent win Czech order

George Kent International Ltd., Luton, have received an order valued at approximately 25,000 for instrumentation and remote transmission equipment to be installed at the CSSR natural-gas pipeline in Czechoslovakia. The order was successfully negotiated against very strong competition from Germany and other European countries and includes Kent 'Transdata' multiplier/dividers and integrators, and Kent 'Q-type' transmitters. This instrumentation will correct for flow, pressure, temperature, and super-compressibility at each station along the pipeline.

Largest-ever bottling line

An order for the highest capacity fully automatic dairy bottling line ever exported from Britain, or any other country for that matter, has been placed with Dawson Bros. Ltd., Gomersal, near Leeds, a member of the Dawson & Barfos group. The customer is Croft Bank Dairies Ltd., Melbourne, Australia. The order worth around £75,000 is for a single bottling line with an output of 36,000 bottles an hour.

£1 million paper and board plant

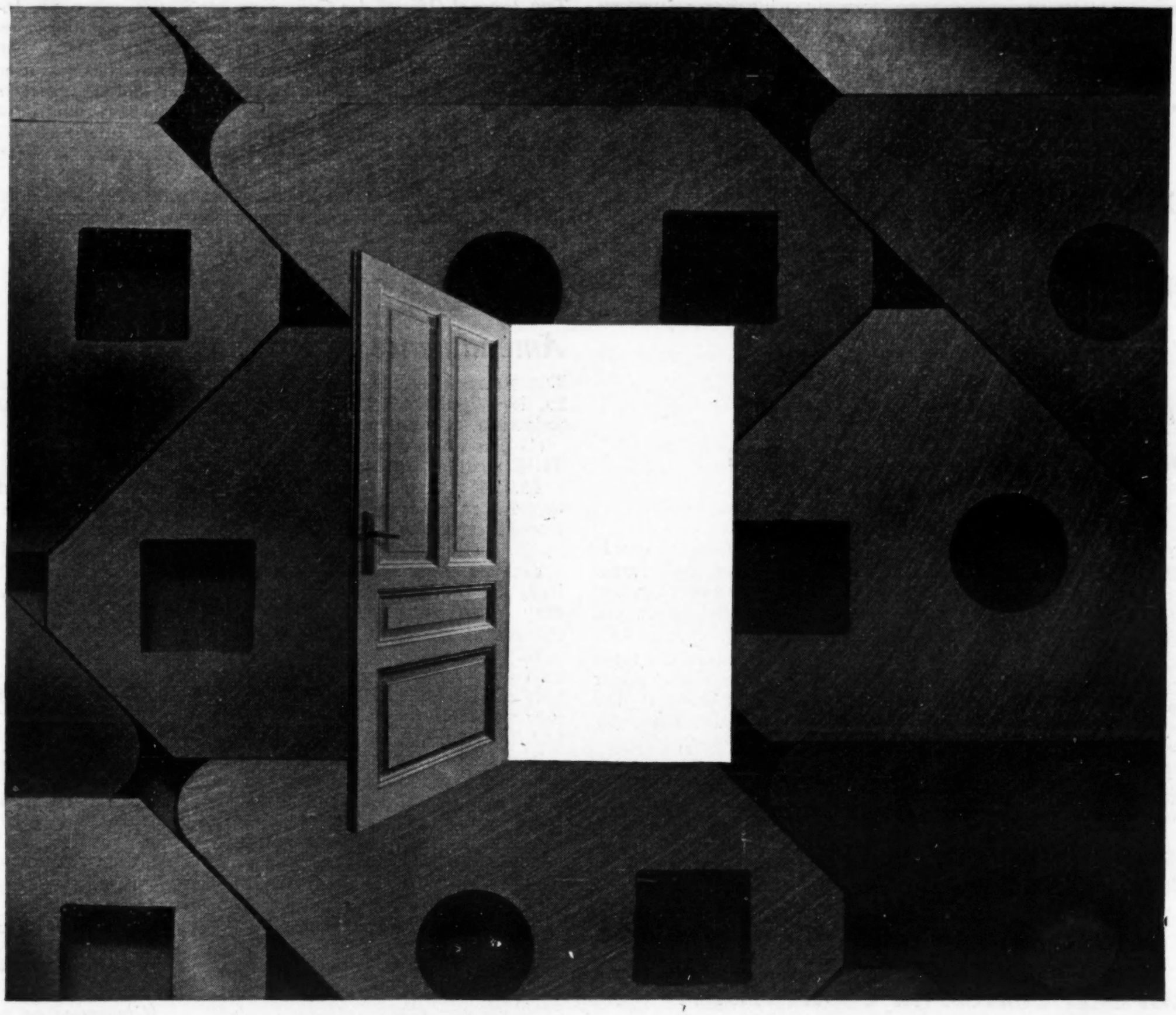
The Walmsleys (Bury) Group have been awarded the contract for a kraft paper and board machine to be established at Kinleith Mill, New Zealand, for N.Z. Forest Products Ltd., and which, with its ancillary plant and equipment, will cost more than £1 million. The ancillary equipment has yet to be ordered but is expected to be placed mainly with United Kingdom suppliers. Turner & Coates Ltd., London, are the consulting engineers for the Company in respect of the project.

Bio-active cattle feed for United States

An initial order for a British bio-active premix – sufficient to provide a full bio-active ration to fatten 400 to 500 steers – has been sent to W. R. Grace & Co., Iowa, one of the largest feed firms in America. This is the first order for a new export Company now being formed to promote British bio-active feeds throughout the world, announces the Bio-active Animal Feed Manufacturers' Association. It is believed to be the first time that a British animal feeding system has been adopted in the United States and a repeat order for pig feed is expected shortly.

Road tankers for Oman

The Plastics Division of Whessoe Ltd. have been awarded an order by Shell International Petroleum Company Ltd. for the construction and supply of three glass reinforced resin road tankers for service in Oman. The elliptical, single compartment tanks will each have a capacity of 955 gallons and in service will transport water for oil field operations where sun temperatures rise to 180°F.



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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common customs tariff and customs union

THE *Journal Officiel des Communautés Européennes* No. 165 dated September 21, 1966, contains the text of Council Decision No. 66/532/CEE of July 26, 1966 fixing July 1, 1968 as the date for the introduction of the Common Customs Tariff and the elimination of intra-Community duties in respect of the goods not covered by Annex II of the Treaty of Rome. The items affected by this Decision are in the main industrial products.

An unofficial translation of the relevant part of the decision is given below:

Article 1

Member States shall abolish the customs duties which are still in existence between them on products other than those listed in Annex II of the Treaty by applying, at July 1, 1967, a reduction lowering the duty on each product to 15 per cent of the basic duty and by abolishing those duties at July 1, 1968.

Article 2

Member States shall, from July 1, 1968, apply the Common Customs Tariff to imports from third countries of products other than those listed in Annex II of the Treaty.

Article 3

No quantitative restrictions shall be applied to imports from the other Member States of products other than those listed in Annex II of the Treaty.

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. 164 dated September 17, 1966, contains an announcement relating to an application for negative clearance of the provisions of an agreement dated January 1, 1959 establishing the Transocean Marine Paint Association (an association without legal status, represented by M. F. Ph. Regnault, Delftseplein 37, Rotterdam, whose 18 members are established in 18 different countries). Interested third parties are invited to submit their observations within six weeks from September 17.

Particulars of this announcement may be obtained, if required, from Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2354/2356).

PORTUGAL

Amendments to customs tariff

THE PORTUGUESE *Diario do Governo,* First Series No. 175 of July 29, 1966, publishes Decree Law No. 47120, which introduces the following amendments to the Customs Tariff:

(1) The notes to items 85.01.08, 85.15.05 and 85.18 of the Import Tariff shall be amended as follows:

85.01.08. Note – The deflector-coils, tuning coils and transformers covered by this heading, when imported by Portuguese manufacturers of television and radio receivers solely for use in the production of receivers manufactured by them, are liable to a duty of 5 per cent. Coils and transformers which are diverted from the above-mentioned use shall be deemed to have evaded the duty to which they would have been liable had they not been charged at this rate.

However, these products shall be liable to a duty of 1½ per cent on condition that the said manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of these rates of duties (5 per cent and 1½ per cent) depends further on information supplied by the Inspectorate-General of Agricultural and Industrial Products showing that these products are not produced economically in this country. Manufacturers must keep a register of the quantities imported and of the number of receivers made and must produce for examination by the Customs Control all data necessary for verifying such use and for comparing stock.

85.15.05. Note – The parts covered by this heading when imported by Portuguese manufacturers of television and radio receivers solely for use in the production of receivers manufactured by them, are liable to a duty of Esc. 16 per kg. However, the

(*Continued on page* 909)

The first British built components for the Concord supersonic airliner being shipped from Southampton to Cherbourg recently. They were transported from Bristol for assembly direct to the Sud Aviation's factory at Toulouse in a specially built 'King' elevating trailer.

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radio receiver parts shall be liable to a duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of these rates of duty (Esc. 16 per kg. and 1½ per cent) is further subject to the sanctions and other conditions mentioned in the note to Article 85.01.08.

85.18. Note – The fixed or variable electrical capacitors covered by this heading, when imported by Portuguese manufacturers of television and radio receivers solely for use in the production of receivers manufactured by them, are liable to a duty of 5 per cent. However, these products shall be liable to a duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of these rates of duty (5 per cent and 1½ per cent) is further subject to the sanctions and other conditions mentioned in the note to item 85.01.08.

(2) The note common to items 85.19.15 and 85.19.16 of the Import Tariff shall be amended as follows:

Note – Potentiometers, even if connected to an on/off switch, and resistors of ceramic or other materials, when imported by Portuguese manufacturers of television and radio receivers solely for use in the production of receivers manufactured by them, are liable to a duty of 5 per cent. However, these products shall be liable to a duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of these rates of duty (5 per cent and 1½ per cent) is further subject to the sanctions and other conditions mentioned in the note to Article 85.01.08.

(3) The following notes are to be added to items 39.02.04, 85.02, 85.14.02, 85.21.02 and 85.21.03 of the Import Tariff:

39.02.04. Note – The polystyrene classifiable under this heading, when imported by Portuguese manufacturers of radio receivers solely for use in the production of receivers manufacturer by them, is liable to a duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of this rate of duty is further subject to the sanctions and other conditions mentioned in the note to item 85.01.08.

85.02. Note – The permanent magnets covered by this heading, when imported by the Portuguese manufacturers of radio receivers solely for use in the production of receivers manufactured by them, are liable to a duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of production concerned, and shall furnish proof of the same to the Customs authorities.

The application of this rate of duty is further subject to the sanctions and other conditions mentioned in the note to item 85.01.08.

85.14.02. Note – Loud-speakers and parts, when imported by Portuguese manufacturers of radio receivers solely for use in the production of receivers manufactured by them, shall be liable to a duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of this rate of duty is further subject to the sanctions and other conditions mentioned in the note to item 85.01.08.

85.21.02. Note – The electronic valves covered by this heading, when imported by Portuguese manufacturers of radio receivers solely for use in the production of receivers manufactured by them, are liable to a duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of this rate of duty is further subject to the sanctions and other conditions mentioned in the note to item 85.01.08.

85.21.03. Note – The transistors, diodes and trimmers covered by this heading, when imported by Portuguese manufacturers of radio receivers solely for use in the production of receivers manufactured by them, are liable to a rate of duty of 1½ per cent on condition that the manufacturers, by means of a declaration of liability, undertake to export and do in fact export each year at least 90 per cent by value of the production concerned, and shall furnish proof of the same to the Customs authorities.

The application of this rate of duty is further subject to the sanctions and other conditions mentioned in the note to item 85.01.08.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Exts. 2479/2480).*

ITALY

Amendments to customs import tariff

THE ITALIAN *Gazzetta Ufficiale* of September 9, 1966, gives details of changes in rates of duty effective from July 1, 1966.

These changes result from a recalculation of the alignment of the Italian tariff with the Common Market external tariff for certain items (see *Board of Trade Journal* of July 15, 1966, page 192) and are the same as those quoted to individual inquirers on and after September 7, 1966.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 449, 450, 451).

FEDERAL REPUBLIC OF GERMANY

Assimilation tax on sugar confectionery and biscuits

THE FEDERAL GERMAN Government has published an order dated September 16, 1966 (*Bundesgesetzblatt* Part II 1966, No. 45) amending the rates of assimilation tax on a number of items comprised under Tariff Nos. 17.04 (sugar confectionery), 19.07 (bread etc.), 19.08 (fine baker's wares and biscuits) and 35.05 (dextrine etc.).

Inquiries should be addressed to Tariff Section, Board of Trade, Room E11, Hillgate House, London, E.C.3. (Tel. City 5757, Ext. 449).

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IRAN

Import Regulations

THE CENTRAL Bank of Iran has announced a change in the regulations regarding machinery falling under Customs Tariff No. 840. Only orders for plastic making machinery falling under this heading now require the approval of the Ministry of Economy and other machinery no longer requires prior approval.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of September 7 published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from September 12, 1966.

Tariff No.	Description	Tariff	
		General	Working
82-05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (e.g. for pressing, stamping, dressing, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire-drawing, extrusion dies for metal, and rock drilling bits, of which the working part is:		
	A. Of common metal:		
	1. Tools for drilling or boring:		
	(a) Miners' drills	20	10
	(b) Other	20	10
	2. Other	20	10
	B. Of metallic carbide:		
	1. Tools for drilling and boring:		
	(a) Miners' drills	20	7·5
	(b) Other	20	7·5
	2. Other	20	10
	C. Of diamond or of diamond agglomerate:		
	1. Tools for drilling or boring	20	5
	2. Other	20	5
	D. Of other materials	20	10

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

MALAWI

The Customs and Excise (Suspension) (Amendment) (No.3) Regulations, 1966

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 3) Regulations, 1966, published as Malawi Government Notice No. 183, amends the qualifying date on goods appearing in the Second Schedule in the *Board of Trade Journal* of March 25 (page 702), from 'June 30, 1966', to 'September 30, 1966'.

The paragraph preceding the Second Schedule should now read:

'The duties appearing in the customs tariff in so far as they apply to the goods appearing in the Schedule below, are suspended to an extent sufficient to reduce the duties to the effective rates shown in that Schedule in respect of such goods which are entered for consumption on or before September 30, 1966.'

Customs tariff change

THE MALAWI *Gazette Supplement* published on July 22 contained Government Notice No. 151 which amends the Customs and Excise Ordinance. The item affected and the new rates of customs duty are as follows:

PART II
(Britain pays the Column D rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
251	Footwear: (a) Wholly or mainly of plastic or plastic coated textile material *ad val.* or per pair	30% £0 6s. 0d. whiche	20% £0 5s. 0d. ver duty s	20% £0 5s. 0d. hall be the	10% £0 4s. 9d. greater

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GAMBIA

Customs tariff amendments

THE CUSTOMS TARIFF (Amendment No. 4) Notification, 1966, published in the *Gambia Gazette* of September 8, amends with effect from that date the First Schedule to the Gambia Customs Tariff as follows:

Tariff No.	Tariff Description	Rate of Duty	
		Preferential	General
60.04	Undergarments, knitted or crocheted, not elastic or rubberized:		
	A. Singlets	Each £0 1s. 0d. or 32%	Each £0 1s. 2d. or 35%
	B. Shirts	Each £0 1s. 6d. or 22½%	Each £0 1s. 8d. or 25%
	C. Other	22½%	25%
61.01	Men's and boys' outer garments	22½%	25%
61.02	Women's, girls' and infants' outer garments	22½%	25%
61.03/04	Undergarments:		
	A. Shirts	Each £0 1s. 6d. or 22½%	Each £0 1s. 8d. or 25%
	B. Singlets, vests	20%	22½%
	C. Other	22½%	25%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

UGANDA

Exchange control

IN THE *Uganda Gazette* dated September 16 the following Notice to Importers appears:

'It is hereby notified for general information that all banks have recently been informed that payments for non-Scheduled Territory imports, services, etc., must be effected within six months from the date of the arrival of the goods in the Scheduled Territories or completion of the relative services unless prior Exchange Control permission has been obtained.

'Companies which have already entered into deferred payment agreements with overseas suppliers for periods in excess of six months and under which any payments remain outstanding, are now required to contact their banks and supply them with full details of the contracts, whether established under Irrevocable Letter of Credit, Promissory Notes, Confirming House credits or under open lines of credit.'

Explanatory Note:

The effect of this Notice issued by the Exchange Control Department of the Bank of Uganda is that permission must be obtained from the Department for deferred payments for all goods imported whenever payment is to be made more than six months after the arrival of the goods.

PORTUGUESE WEST AFRICA (ANGOLA)

Amendments to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series No. 189 of August 16, 1966, publishes Decree No. 47150 which authorizes the following amendments to the Customs Tariff: The duties on the following items in the Customs Tariff of Angola, approved by Decree Law No. 3440, of January 30, 1964, are modified as follows:

48.01.05 – ESC. 3.20 per kilogramme
48.01.07 – ESC 4.00 per kilogramme
48.01.09 – ESC 5.00 per kilogramme

The following note is added at heading 48.01 in the Customs Tariff:

Note: So long as the industry established in the province does not produce these goods or the quantity produced does not satisfy the needs of consumption, the duties on the following items shall be as indicated:

48.01.05 – *ad valorem* 10 per cent
48.01.07 – *ad valorem* 25 per cent
48.01.09 – *ad valorem* 30 per cent

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1966 (No. 13) published as Rhodesia Notice No. 630 of September 23 amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the Column B rate of duty)

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
First Schedule By the insertion of the following item: Ex 72 (2) (a) Pliable foam or sponge plastic bonded to textile fabrics; of an overall thickness of less than 1 inch . . . *ad val.*	40%	20%	20%	5%

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the Customs Tariff in Rhodesia, despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF application list No. 421, published in the South Africa *Government Gazette* of September 30, states that the Board of Trade and Industries have received applications for increase in duty on the following:

(1) Pedal cycle accessories, i.e. side, centre and double centre cycle stands; saddle covers; carriers, including rear and side springs; and bells, from various rates of duty to 25 per cent *ad valorem*.
(2) Wheels used with pneumatic tyres suitable for trailers and similar vehicles, with drop centre rims, and of a size exceeding 16 inches, or a rim size exceeding 5.5 inches, from free of duty to 20 per cent *ad valorem* or 7 cents per lb.
(3) Saw blades for hand or portable hacksaws, from 5 per cent to 25 per cent *ad valorem* (General), 3 per cent to 23 per cent *ad valorem* (MFN), and free of duty to 20 per cent *ad valorem* (United Kingdom).

Those British trade organizations thought to be interested in these applications are being informed. Any British firm affected

(*Continued on next page*)

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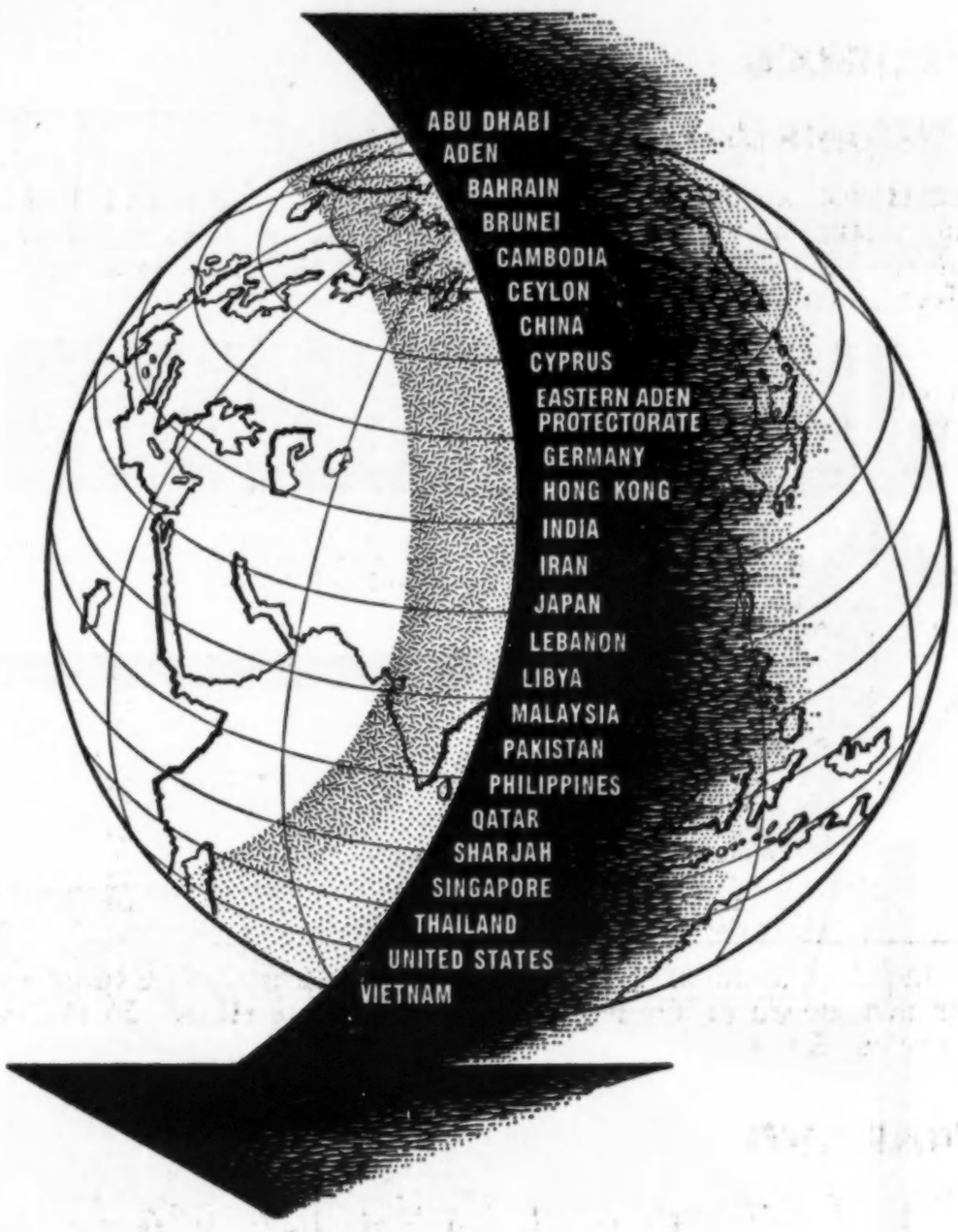

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DUBLIN	109 Grafton Street, Dublin. Tel. 73440
SHANNON	Shannon Airport, County Clare. Limerick 61640

REPUBLIC OF SOUTH AFRICA, *continued*

which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting references (1) CRE 1890/66; (2) CRE 1889/66; (3) CRE 1888/66.

UNITED STATES

Flammable fabrics act

IN THE *Board of Trade Journal* of July 29, 1966, notice was given of amendments to rules 5, 6 and 14 of the United States Flammable Fabrics Act.

The United States Federal Trade Commission has now announced that interested persons may submit their views in writing to the Federal Trade Commission, Washington, DC 20580, on or before October 12, 1966, or by presenting such views orally on that date in Room 7316, 1101 Building, 1101 Pennsylvania Avenue NW, Washington, DC. Any person thereafter desiring to submit further views may do so within 15 days after the date of presentation of oral views.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Suspension of duty on certain tanning extracts

UNITED STATES Public Law 89-573, approved on September 13, 1966, extends until September 30, 1969, the suspension of duty on certain extracts suitable for tanning (US Tariff item 907.80 . . . Canaigne, chestnut, curupay, divi-divi, eucalyptus, hemlock, larch, tara, mangrove, myrobalan, oak, quebracho, sumac, urunday, wattle, and valonia).

Suspension of duty on certain istle

UNITED STATES Public Law 89-575, approved on September 13, 1966, extends until September 5, 1969, the suspension of duty on certain istle (US Tariff item 903.90 . . . Istle, processed)

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

URUGUAY

Exemptions from import restrictions

BY A DECREE of September 22 the following items have been freed from restrictions and may now be imported into Uruguay (see *Board of Trade Journal* of September 2, page 609):

Tariff Nos.	Items
30.090	Cocoa, ground or in paste form.
30.106	Cashew nuts, for further processing.
40.048	Calculating machines
40.051	Accounting machines, spare parts and accessories.
40.060	Duplicating machines.
40.063	Typewriters.
40.072	Cash registers.
40.075	Adding machines.
40.099	Mimeograph machines.
40.126	Spare parts for office machines.
40.132	Spare parts for cash registers.
42.048	Castor oil, blown and/or dehydrated.
42.052	Soya bean oil, blown and/or dehydrated.
50.048	Chick peas.

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VENEZUELA

Import licensing restrictions

HM EMBASSY in Caracas report that the Venezuelan Ministries of Finance and Development published a resolution on August 23 imposing import licensing on the following item, the tariff remaining unchanged:

Tariff No.	Description	Duty in Bolivars
699-07-01-1 D	Screws, nuts, rivets, washers and similar articles (of iron and steel)	0·005

This resolution entered into force on the date of publication except for imports covered by consular invoices dated on or before August 23. For shipments by air the resolution entered into force 10 days after the date of publication.

BRAZIL

Imports of equipment for the automotive vehicle industry

HM EMBASSY at Rio de Janeiro report that by Law No. 4,951 of April 26, exemption has been granted from import duties and excise taxes, but not from the customs clearance tax, to imports of equipment and accessories, without a national similar, for the re-equipping and modernization of the automotive vehicle and parts industry. This exemption only covers material for the execution of projects which have been approved by the Executive Group for the Mechanical Industry (GEIMEC). The new law will be effective for three years but is only applicable to enterprises whose plants were installed before October 31, 1965, and to those resulting from mergers or reorganization with a view to greater productivity.

Imports of equipment for the aeronautical industry

HM EMBASSY at Rio de Janeiro report that by Law No. 5,041 of June 21, exemption has been granted from import duties and excise taxes for a period of six years, to imports of equipment and accessories for the aeronautical industry and for manufacturers of tools for use in the production of aircraft. Exemption from taxes is subject, in all cases, to approval of industrial projects and manufacturing programmes by the Executive Group for the Aeronautical Industry (GEIMA) and exemption will not be granted in the case of goods with a national similar.

Imports of asbestos

HM EMBASSY at Rio de Janeiro has reported that by a Customs Policy Council Resolution, published in the *Diario Oficial* of September 5, the *ad valorem* tariff on asbestos has been raised from 20 per cent to 30 per cent.

Tariff No.	Item	Duty
25-24.001	Amianthus (asbestos), rock or fibre	30%

This Resolution became effective 15 days after its publication in the *Diario Oficial.*

ARGENTINA

Exemptions from prior deposit

UNDER THE TERMS of Argentine Secretariat for Industry Resolution Nos. 29 of August 8 and 38 of August 19, the following items have been exempted from the payment of prior deposits:

Tariff Nos.	Items
54.01.00.60	Flax tow and waste including loose threads.
25.13.00.99	Emery pumice stone.
28.56.02.04	Mixture of grains of silicon carbide 'F grades'.
98.03.00.99	Cellulose fibre ink tanks, loose pieces, for marking pencils.

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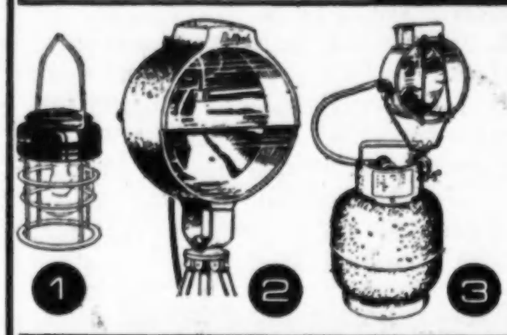

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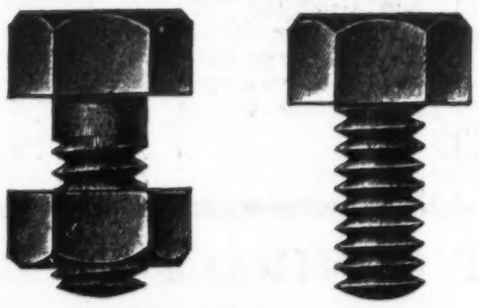

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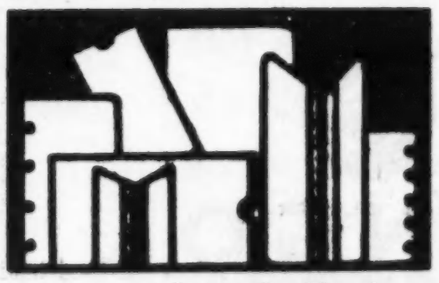

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	30 Sept. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	9 Sept. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	16 Sept. 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
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Credit:	
Instalment credit business (M)	9 Sept. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
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Production, exports and orders (M)	30 Sept. 1966
ECGD business (Q)	3 June 1966
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Trends in film-going (A)	9 Sept. 1966
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Trends in exports of manufactures (A)	3 Dsc. 1965
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Hairdressing trades turnover (M)	16 Sept. 1966
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N. Ireland index (M)	23 Sept. 1966
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Transactions (Q)	9 Sept. 1966
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Board of Trade Departments, etc.

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Board of Trade addresses	13 May 1966
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British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	This week
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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